Board of Trade Journal

Volume 186, No. 3503 Published by Her Majesty's Stationery Office 8 May 1964

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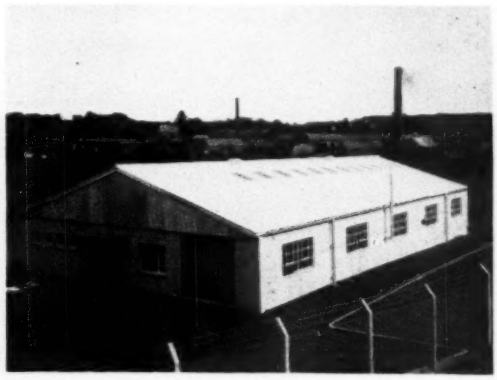

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Board of Trade Journal

VOLUME 186, NO. 3503, PAGES 997-1044
8 MAY 1964
PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE £4 12s. 6d.

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Front cover photograph

Modern materials handling in Britain is featured at the Mechanical Handling Exhibition, Earls Court. (May 5-15.) Leading manufacturers are exhibiting a wide range of the latest equipment. This picture shows industrial trucks and an overhead conveyor system at work increasing productivity on the electric cooker production lines at Simplex Electric Co. Ltd., Creda Works, Blythe Bridge, Staffs. R. G. Winton writes on 'Improved materials handling – a key to higher productivity', in this week's issue.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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Improved materials handling—a key to higher productivity

By R. G. Winton, M.B.E., Council Member, Institute of Materials Handling

MATERIALS HANDLING is everybody's business. It is an essential part of obtaining basic materials from the earth; in the production of food; in civil engineering projects – for building and for communications; in transport in all its forms; and in transhipment from one load-carrying vehicle to another; in storage and warehousing and distribution; and – certainly at its most interesting – in the manufacturing industry.

The vital importance of materials handling in improving industrial efficiency is still not generally realized though it is estimated that the cost of materials handling to this country is more than £1,000,000,000 per annum, no accurate assessment exists. Figures do show, however, that handling can account for anything from 15 per cent to 85 per cent of the total manufacturing cost according to the industry concerned. In America studies have shown that many concerns spend 25 per cent or more of their wage bill on movement and storage of materials and finished goods.

Obviously industry should continue to make considerable efforts to reduce the cost of handling.

It is not only industry which is affected, however, for the ways in which materials and goods are handled and distributed substantially affects the prices at which they are sold; and these consequently influence the cost of living. This matters to every man and woman in the country.

A new technique

The study of materials handling as a technique has developed since the war. Used properly by industrial management, it increases productivity, reduces manufacturing costs and improves working conditions. It means that management can make a rational approach to planning an economic movement of materials not only in factories but in warehouses and at distribution points of finished goods.

A large part of the cost of manufacturing and distributing the many varied products of industry arises from the handling of materials, and this cost adds nothing to the intrinsic value of the product. A reduction in handling can therefore be expected to give an immediate return on investment.

The application of more efficient machines to production processes has been exploited to the full; it has led to manufacturing techniques which place emphasis upon floor-to-floor times. Until fairly recently labour was comparatively cheap, and gains in productivity were constantly being achieved; but there was lack of appreciation of the contrast between the inefficient and uneconomic methods being used for moving material and the increasing productivity of powered production machinery.

It is only in recent years that a change of emphasis has occurred in the planning of manufacturing methods to take into account the total time and total cost of processing materials through the entire sequence of production and distribution.

The continually growing cost and shortage of labour, combined with the increasing cost and volume of goods, have encouraged many manufacturers to apply the mechanized techniques and rational planning, so successfully applied to production processes, to the handling and storage of materials. As a result, the movement of vast quantities of materials which is a part of our industrial life, calls for the application of the highest technical and administrative ability.

A wide field

Materials handling is a broad field, for its deals with the analysis of problems of movement, packaging and transport of materials; with the design, selection and operation of equipment to solve these problems and with the recruitment and training of materials handling personnel. Also, it is not possible to consider materials handling as a function independent of plant layout, transport and manufacturing processes – it should be integrated with them for all aspects of production and distribution have become interdependent.

Layout – a first consideration

Often a new building is designed and put in hand, and then only is thought given to what is to happen inside it. One wonders if, on occasions, the look and construction of a building is not given far greater attention than its main purpose – which is frequently nothing more than to provide shelter for whatever goes on inside. It cannot be said too often that after analysing the problems involved in the layout of a factory or warehouse, these should be determined in parallel with the design of the building. In deciding the layout, movement is, of course, a vital factor. Ideally there should be no movement at all – movement costs money – but we usually have to accept the next best thing, which is the minimum amount of movement.

So if a new building is to be erected, the layout and materials handling systems must be given prime consideration, and the most practical and economic building then designed to house the production and warehousing activities. When, however, the building already exists, the approach must of necessity be a different one – the building characteristics will influence the systems.

There will be limitations – in some cases very great limitations – imposed by such building features as doorway dimensions, lifts, headroom, stanchions, access, floor loadings, and so on. In all probability it will not be possible to achieve the optimum theoreti-

DESIGN CENTRE AWARDS

A four-page inset on the Council of Industrial Design's 'Design Centre Awards 1964', together with the winner of HRH the Duke of Edinburgh's Prize for Elegant Design, appears on pages i-iv of this issue. The awards are being presented by Prince Philip at the Manchester College of Science and Technology today.

cal layout or, in some cases, to use the most ideal handling equipment for the job. It will be a matter of adaption and compromise in order to achieve the best in the circumstances prevailing.

Unit loads

The greatest advances in mechanized systems for handling industrial materials have undoubtedly followed the adoption of the unit load principle of moving a quantity of materials (bulk or individual items) assembled to permit handling as a single object. This has proved the most flexible method of handling and provided great economies. Handling goods in unit loads on pallets or in containers in factories, during transport (road, rail or air) on board ship or in stores and warehouses, has greatly increased productivity in terms of movement in tons per man-hour or storage capacity in tons per square foot of floor space.

Advantages

Some or all of the following benefits can be expected from the correct application of the unit load principle.

(a) Cheaper direct cost of unit handling because of the movement of more pieces or a larger quantity at a time.
(b) Maximum use of the cubic space available in storage areas.
(c) Quicker loading and unloading, and consequently a faster turn-round of transport vehicles.
(d) The unit load lends itself to an efficient stores record system, and hence easier and quicker stock control.
(e) A well-secured unit load deters pilfering.
(f) Product damage is reduced by the elimination of manual handling of individual pieces.
(g) Packaging costs are reduced.
(h) Reduction in materials handling accidents, particularly injuries like damaged fingers, strained backs, etc., which result in lost time for the worker.

Many are the examples where intended extension plans have been proved unnecessary following an examination of the existing handling and storage methods followed by the introduction of a more efficient handling system using unit loads. An example of this was when more storage space was required in a distribution warehouse. An initial decision to build a new warehouse was made because the 16,000 sq. ft. floor area of the existing building had become inadequate. Handling specialists co-operated with the architects at an early stage in the planning of the project. As a direct result of this unusual reversal of normal procedure the floor area allocated to storage was reduced by more than 7,500 sq. ft. and the cost of construction fell by about £22,000.

Then there is the case of a manufacturer of steel pressings who – because of lack of storage space – had been compelled to rent buildings some miles away from his works. Movement of the material to and from these buildings involved the hiring of a number of lorries. The buildings used were not weather-proof, and considerable rectification was entailed because of rusting. This movement of up to 1,400 tons a week considerably inflated production costs.

The erection of a new store designed to allow for high stacking of pallet loads and orderly selection of parts only a short distance from the production centre resulted in a saving in handling, rectification and transport costs in excess of £100,000 per annum.

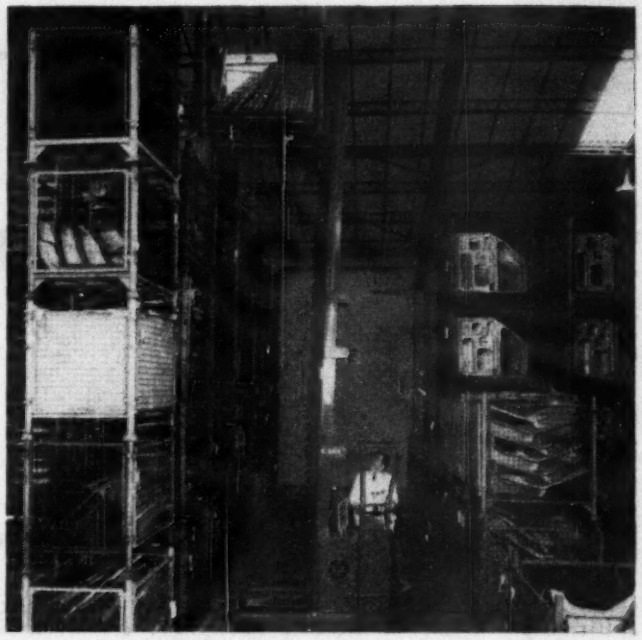
This is just one example using high lift trucks and pallets, but it must not, however, be thought the choice of this kind of equipment is an answer to all problems. Frequently, handling and storage methods will need the use of several different types of equipment integrated so that a system is provided which gives efficient movement with an economic method of performing all operations in the manufacture of a product rather than providing the cheapest means of doing one operation at a time.

Equipment

The decision to use mechanized handling emphasises again the need for a thorough and detailed analysis of all movement and the functions which link movement before a decision is made on suitable equipment.

There have been considerable advances in the many types of handling equipment now available ranging from the simple gravity roller conveyor through belt, slat, chain, pneumatic screw and vibratory conveyors to various types of industrial trucks, hoists, cranes and telphers for handling heavier loads.

In a search for economic handling the possibilities of gravity instead of power-operated equipment should not be overlooked. Gravity operated roller and wheel conveyors and chutes often are



A fork truck stacking car components at the Pressed Steel Company's works at Cowley, Oxford.

the answer to a handling problem. Safe and practical use of gravity is the cheapest force to employ for materials handling.

The gravity chute connecting two machines is probably the simplest form of materials handling equipment and often can win worthwhile savings. This method can be extended to a complete department producing goods on several floors of a factory. The raw materials are raised to the top floor by some form of power conveyor, elevator or pump, and as the process on each floor is completed, the goods in progress are transferred to the floor below by gravity.

The installation of the most suitable equipment for improving movement may mean modifying an existing building. In some instances when unit load handling is introduced and conventional slow-speed lifts with manual handling are replaced with automatic receipt and discharge interfloor vertical conveyors, palletized loads can be automatically lowered to ground-floor loading docks where they can be pre-assembled for loading road vehicles for delivery to distribution warehouses.

Only by thinking in terms of the whole material movement embracing all operations will the optimum system by obtained. By linking together a chain of operations co-operation of management will be obtained for a balanced flow providing the benefits of better quality product, at lower cost, increased capacity and minimizing work in progress and capital required.

Storage space

The utilization of space is of prime importance in stores and warehouses. Warehousing and inter-process storage are necessary parts of factory operations. A major problem is deciding how much storage space should be provided. This usually resolves itself into determining the minimum practical stock requirements and converting stock requirements into space requirements. Analysis of stock requirements involves a careful study of finished goods, in-process goods, raw materials, packing materials and other general factory supplies. Perhaps checking historical records and estimating future production and market trends using sales forecasts as a guide.

The amount of storage space required for a given quantity is dependent on the method of storage to be used. Materials and products may be stacked by industrial truck, overhead crane or by hand. Circulating overhead conveyors are also often used for the inter-process storage of products. If trucks are used, goods can be stacked on pallets either directly on each other or into a pallet rack, utilising, if possible, one or more standard pallet sizes.

Items stored by hand are usually placed in racks, bins or shelving, every effort being made to standardize on the least possible number of types. Allowance should be made for aisles and gang-

ways, the position of roof stanchions and clear stacking height. By careful study of all the factors, maximum space utilization will be obtained with an economical building cost.

Studies of this kind can also be expected to pay dividends in reduced operation costs, rapid stock turnover, fast loading of transport with improved turn-round times. There are many cases where planning a layout in this manner has permitted smaller buildings to be used with savings in capital cost. With land values increasing yearly, such planning is a wise investment. Also, modern practice is to provide buildings with maximum head room, and this not only makes for economical construction, but gives very considerable advantages for applying mechanical handling equipment to achieve maximum utilization of space.

Loading for distribution

The loading of rail or road transport vehicles for distribution of finished goods to retail or wholesale outlets is a substantial cost. Rapid loading techniques using power trucks or conveyors allow a quicker turnround of vehicles, reduced demurrage charges and better utilization of the transport fleet.

The use of dock-levelling devices for loading goods in unit loads helps reduce vehicle loading time, and damage to goods, and also ensures better service to customers. The customers also frequently benefit by receiving goods in a suitable unit load form which can be more easily handled. The material flow which has started with the raw material supplier, ends not at the despatch door of the factory but at the point of use in the customers' premises.

Education and training

With a wider appreciation of the value of the material handling function as an essential tool of management, there is a realization that skilled industrial engineers able to plan and implement materials handling systems are urgently needed. Over the last few years education facilities for training personnel in the skills of this branch of technology have been slowly developing. The Institute of Materials Handling, which was founded in 1953, has provided a platform for lectures and meetings where members can exchange experience. Noteworthy, too, has been the establishment of a Residential Course at the College of Aeronautics, Cranfield held twice yearly and fully booked for some time ahead. Recently associated with the Cranfield course has been the establishment of materials handling Research Fellowship following support from industry and DSIR. Group study reports are also becoming available.

The Secretary of State for Industry, Trade and Regional Development mentioned the contribution to be made by materials handling as one of the many new aids to productivity in his recent speech before the NPY Conference at Eastbourne, and referred to the part being played by consultancy services now becoming available in this specialized field.

Reports to industry

Reports associated with industrial buildings and transport have been published recently emphasizing the benefits and advantages of materials handling. The RIBA have sponsored a report on the rôle of the architect in relation to modern handling techniques and the design of factories and warehouses.*

All this is a part of the drive for efficiency which we must go ahead with if we are to remain competitive in the world. In this we have no choice, for competition is unavoidable. Countries with big internal markets – for example, the United States, the Six, and to a lesser extent the USSR – are all subject to strong internal pressures towards growth and efficiency, and we must sell against them, for our standard of living depends on it.

Modernize methods and equipment

Outstanding handling practice marks the most competitive firms in any field; and it is a striking fact that the best firms are never content with the *status quo*. To stay on top these firms use specialists who can analyse possibilities and instal appropriately advanced techniques. These men are skilled at co-ordinating their technical efforts with every phase of the business. Handling systems today must be integrated with production, warehousing, distribution, and, in some cases, with customer purchasing procedures.

In Mr. Heath's words when addressing the Institute of Directors last November: 'Let us look at the efficiency of our managements and of our equipment'. Those of us who have been thinking that we may need to re-equip or to modernize over the next year or so, let us look again to see whether we can do it sooner. Modern handling systems and methods will in many cases be the answer to higher productivity and greater efficiency.

* Study Group Report on Materials Handling in relation to the design of Factories and Warehouses, 1963, RIBA, and Institute of Materials Handling. Price 6s.

Integration of FBI, NABM, BEC

THE REPORT of the joint commissioners on the proposed formation of a National Industrial Organization which would embrace the existing organizations of the National Association of British Manufacturers, the Federation of British Industries and the British Employers' Confederation, was published on May 5.

The commissioners' principal recommendation is that in order to facilitate the integration of the existing organizations, an organization under a new name and incorporated by Royal Charter should be established; the new organization should not be a Trade Union.

The main objects of NIO should be those stated in the terms of reference which were:

(a) to provide for industry the means of formulating, making known and influencing general policy in regard to economic, fiscal, commercial, labour, social and technical questions, and to act as a national point of reference for those seeking industry's views;

(b) to develop the contribution of industry to the national economy;

(c) to encourage industry's efficiency and competitive power, and to provide advice, information and services to British industry to that end.

Nothing should be included in the constitution of NIO which would give it power to interfere in the conduct or management of the affairs of any of its members. The objects clauses should include a specific reference to the need to have regard to the interests of all members whether large or small.

Among other recommendations it is suggested that the nationalized industries should be admitted to membership (it is expected that they would wish to accept associate membership only); that a strong regional organization should be set up; and that, on the formation of NIO, a region should be established for Wales.

The joint commissioners appointed by the three organizations concerned were Sir Henry Benson and Sir Sam Brown.

Moving out of London

HOW DIFFICULT is it to move from Central London? The Location of Offices Bureau answers this question in a guide, published today entitled *Office Decentralisation: A Handbook for the Intending Mover* (obtainable from Location of Offices Bureau, Lonsdale Chambers, 27 Chancery-lane, W.C.2 (Tel. Holborn 2921). Price 20s.

The purpose of the new guide is to help firms decide how and where to move. It is based on the experience of many firms that have already moved, and was prepared in conjunction with Associated Industrial Consultants Ltd. It distinguishes three types of move:

(i) Complete removal from Central London;

(ii) Removal of all but a small London office;

(iii) Retention of the main or head office in London, but the removal of units which require neither the prestige nor contacts associated with London.

Contact with other organizations is the overwhelmingly important reason given by firms for being in Central London. Yet more than half of a large sample of firms surveyed could, on their own showing, move away, totally or partially, on this score. This is brought out by a survey prepared by the Economist Intelligence Unit for the Location of Offices Bureau (obtainable from LOB, Lonsdale Chambers, 27 Chancery Lane, W.C.2.) Price £2. The survey covered 728 Central London firms, including most of the large ones, and 506 firms outside Central London but within a 30-mile radius of Charing Cross.

About one-fifth of the 255 firms directly interviewed said they had no need to be in London to maintain contact. One-third of all the 728 firms said some departments could be moved. The conclusion drawn by LOB is that up to a half of all firms could move out of Central London, wholly or in part.

National income and expenditure estimates

The April 1964 issue of *Economic Trends*, contains an article analysing the estimates of national income and expenditure for the fourth quarter of 1963. Copies H.M. Stationery Office. Price 6s.

Note:

The main features of the national income and expenditure estimates were discussed in *Economic Report* 1963, published on April 8 as a supplement to the March 1964 issue of *Economic Trends* (see *Board of Trade Journal* of April 17, 1964, pages 828-830).

Importance of 'Kennedy Round' on tariff reductions

THE IMPORTANCE of the 'Kennedy Round' of multilateral trade negotiations in GATT was stressed by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, in his opening day speech as leader of the United Kingdom delegation at Geneva on May 4.

'We are meeting to initiate an intensified phase of the trade negotiations with which the name of the late President Kennedy is linked,' Mr. Heath said. 'It was his imagination and his determination which in large measure made this great undertaking possible. It is important for the world to realize just how great an undertaking this is. Had it been suggested 20 or even ten years ago that all the main industrial countries should half their tariffs across the board, the proposal would have been met with incredulity. If we are successful the results in the tariff field alone will be several times as impressive as the achievements, substantial though these have been, of any of the GATT tariff conferences since the war.'

Mr. Heath said that this time they were not tackling tariffs alone. An important object of the negotiations was to promote international trade in agricultural products. This in itself gave rise to a host of intractable problems. These were the more difficult because agriculture inevitably raised social as well as economic issues.

For the first time, moreover, they were negotiating about the non-tariff barriers to trade in both industrial and agricultural products. This presented a wide field where the possibilities of multilateral negotiation had not hitherto been explored. In all these issues they were afforded the opportunity of taking action to redress in some measure the balance between the developed and the developing countries.

The preparation of an international negotiation on this scale, so much more complex than any of its predecessors, had naturally presented particular difficulties. Moreover, as they all appreciated, one of the principal parties was confronted with its own special problems. It found itself called upon to accept commitments to third countries whilst still in the process of formulating its own common policy as a community and of moving towards its common external tariff.

'A year ago when we met in this city we laid down the objectives for this enterprise,' Mr. Heath said. 'Since then much hard work has been done under the able guidance of Mr. Wyndham White. There is general agreement that our aim should be to cut tariffs by 50 per cent. The vexed problem of disparities has been thoroughly examined. So have many aspects of the agricultural problem. If agreement has not been reached on how best to tackle all these issues, at least a great many of the facts have been assembled and the elements necessary for a solution have started to emerge. There is an immense amount of work still to be done on these matters, and there are other subjects – for instance, non-tariff barriers – on which discussion is only now beginning. In the coming months we must all intensify our work on these questions.

'Today our purpose is to reaffirm our determination to work for success in the Kennedy Round. Here in Geneva a year ago some felt that we were embarking on a straightforward enterprise which could be speedily completed. They have become somewhat disillusioned. Others have always believed that such an enterprise was impracticable, and have never ceased to look for failure at every stage. Both are wrong. The true measure of our task is to reconcile the variety of interests which exist among us. This requires patience and determination. Only thus can we secure our objective of a major breakthrough in the attack on the barriers to world trade.

'This is essential if we are, all of us, to achieve the maximum rate of economic growth and development. Growth within nations can best be helped by growth in the trade between nations. For the industrial countries, like my own, considerable advantages will result from the reduction of tariffs and the removal of other barriers to trade. This will bring benefits also to developing countries. Their exports of primary products will gain from the increase of production and trade in the industrialized countries. As a result of the operation of the Most Favoured Nation rule, the exchange of concessions between the developed countries will be extended to the developing countries. In a world where tariffs on manufactured goods are low, industrial progress in the developing countries will be made easier. As we agreed last year, these countries will not themselves be expected to reciprocate.

'In this way the Kennedy Round can make an important contribution to the solution of the problems now being considered by the United Nations Conference on Trade and Development.

'A fresh phase of these negotiations now opens. Let us turn with renewed efforts to the solution of the problems which remain. Britain stands ready to negotiate a cut in tariffs across the board of 50 per cent with the minimum of exceptions, to join in working out suitable arrangements for the expansion of world trade in agricultural products, and to reduce barriers to the exports of the developing countries. Let us all display our will to bring to a successful conclusion this great enterprise which can do so much for the prosperity of our peoples throughout this world.'

EEC quarterly survey of the economic situation

THE COMMISSION of the European Economic Community in its recently published quarterly survey notes that economic expansion continued unabated in the fourth quarter of 1963, and, as far as can be seen, in the first months of 1964 also.

Overall demand in money terms again increased considerably. The growth of merchandise exports to non-member countries was fairly steady, while internal demand maintained the same dynamic trend as hitherto. The growth of investment expenditure even speeded up. There was practically no slackening in the expansion of private consumers' expenditure; in general, public expenditure on goods and services also increased appreciably. In the Community as a whole the growth of consumption in real terms probably did not weaken.

The chief factor in the already fast growth of imports was a vigorous expansion of raw materials imports. Imports of goods from non-member countries in the fourth quarter were 11.5 per cent above the level of a year earlier. As the expansion of exports was less rapid, the trade balance deteriorated further. In the fourth quarter the deficit was $650 million, or $265 million more than in the corresponding quarter of 1962.

Rising price trends continued, stemming mainly from the continuing strain on the internal markets caused by the difference between the expansion of overall demand in money terms and the slower expansion of supply – and also from the closely related factor of increasing wage costs per unit produced. To this must be added the effects of the higher prices paid on world markets for various raw materials during the period under review and of the special price fluctuations that affected certain foodstuffs (particularly meat).

The Commission considers that the further economic outlook for the Community as a whole in 1964 has not changed substantially from that described in the last quarterly survey. External demand is sure to develop at least as dynamically as forecast. Investment also will continue to rise appreciably; quite rapid growth may again be expected on the supply side in the coming months, and some increase in forecast rates is probable. Import forecasts for 1964 may also need to be revised slightly upward. The trade balance will probably continue to deteriorate quite appreciably and the current account will be in deficit.

Despite this and despite the fact that stabilization measures have meanwhile been stepped up in varying degrees in all member countries except the Federal Republic, the outlook for the price trend later in 1964 has hardly improved.

In these circumstances the struggle against inflationary imbalances must continue to be in the forefront of anticyclical policy in the Community. There is still need for stricter and more co-ordinated action among members.

Mr. David Price visits Zurich

MR. DAVID PRICE, Parliamentary Secretary, Board of Trade, visited Zurich on May 5 and 6. During his visit the Parliamentary Secretary saw machine tool factories at Oerlikon, met Dr. E. Landolt, Mayor of Zurich, and dined with local businessmen. He also attended the annual general meeting of the British-Swiss Chamber of Commerce.

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, with Signor Aldo Moro (right), Italian Prime Minister, after their talks at the Board of Trade on April 29.

Italian Prime Minister's visit to UK

THE FOLLOWING joint communique was issued by the Foreign Office concerning the visit of Signor Aldo Moro, Prime Minister of the Italian Republic, to the United Kingdom from April 27 until May 1, at the invitation of Sir Alec Douglas-Home, Prime Minister. This is the latest in the series of direct contacts between the Prime Ministers of the two countries, and returns the visit of Mr. Macmillan to Rome in 1963.

'During his stay Signor Moro had wide-ranging talks with Sir Alec Douglas-Home. He also discussed economic questions of common concern with the Chancellor of the Exchequer, Mr. Maudling, and the Secretary of State for Industry, Trade and Regional Development, Mr. Heath. Sir Alec and Lady Douglas-Home were host and hostess at a dinner and reception given in Signor Moro's honour at No. 10 Downing Street on April 28. The Italian Prime Minister was also the guest of honour at a luncheon given by Her Majesty's Government on April 29, at which the Chancellor of the Exchequer was host. Sir Alec and Lady Douglas-Home dined at the Italian Embassy on April 30.

'In their conversations Signor Moro and Sir Alec Douglas-Home reviewed the main aspects of the international situation and the major questions of common interest to Italy and Great Britain. The two Prime Ministers found themselves in close agreement in their approach.

'The Prime Ministers reaffirmed their common aim of building European unity within the framework of the Atlantic Community, and their belief that this objective requires full British participation in the political and economic development of Europe. They agreed upon the importance of a successful outcome to the Kennedy Round negotiations and the United Nations Conference on Trade and Development. There was an exchange of views on the proposal for creating a multilateral force and on the studies in which both Governments are taking part.

'With regard to East/West relations, the Prime Ministers agreed on the need for the Atlantic Alliance to make every effort to find new areas of understanding with the Soviet Union in the interests of a further relaxation of international tension. Sir Alec Douglas-Home spoke of the reductions in planned production of fissile material for nuclear weapons to which the Heads of the United States, Soviet and British Governments had referred in recent announcements, and Signor Moro welcomed this development in the name of the Italian Government. The Prime Ministers reviewed the work of the Geneva Disarmament Conference, and noted with satisfaction the close co-operation of the Italian and British Delegations in working for agreements that would bring nearer in so far as possible the goal of general and complete disarmament.

'Signor Moro and Sir Alec Douglas-Home agreed that their discussions, which took place in a most cordial atmosphere, had been of real value in maintaining the close and friendly understanding which now prevails between Italy and Great Britain, and which it is the policy of both Governments to foster. They agreed that their Governments would continue to maintain close contact on subjects of common concern and to exchange ideas upon them through both Ministerial and diplomatic channels.'

'Anglo-Danish trade is encouragingly buoyant'

'ANGLO-DANISH trade is encouragingly buoyant, and the vigorous growth of EFTA offers us both prospects of further benefits,' Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said at the luncheon of the Anglo-Danish Society in London on April 29.

'For these reasons the Board of Trade and the Export Council for Europe decided that this would be an excellent time to hold a British Week in Denmark. We hope that it will be fruitful.

'I will not say that we are dissatisfied with our exports to Denmark, but we think we ought to be able to improve on our present performance.'

Mr. Heath said he hoped that the British Week in Denmark in September would encourage those Danish importers who had traditionally bought from Continental suppliers to see what Britain had to offer. The main emphasis in the British Week would be deliberately on consumer goods.

The Danish people would be able to see them in the shops of Copenhagen and throughout the country. We wanted ordinary men and women in Denmark to see what the modern British industry could do.

'I say *modern* British industry,' Mr. Heath added. 'Britain has traditionally been the home of quality production and craftsmanship. As a result it is sometimes not sufficiently realised overseas that Britain today also leads the world over a wide range of heavy and light engineering industry. In quality, design and price the products of modern British industries can hold their own with all-comers.'

Mr. Heath said we wanted the British Week to be a stage in the continuing process of strengthening the ties both of commerce and of friendship between Denmark and Britain.

Earlier Mr. Heath had recalled that the Anglo-Danish Society was founded 40 years ago to promote understanding and friendship between the two countries. Three years ago the society had played an important part in focusing attention on the tercentenary of the 1661 Treaty of Peace and Alliance – the oldest of our commercial treaties still in force.

Selling mission to Denmark

'In Birmingham we have a very high regard for our trade with Denmark, and it is perhaps significant that most of the members of this mission already have established trading contacts here.' This was said by Mr. Charles L. Cadbury, leader of the Birmingham Chamber of Commerce selling mission to Denmark on arrival at Copenhagen on April 30. 'With the EFTA tariff cuts in our favour there is great scope for us to push up our sales to your country – in fact since the beginning of EFTA British exports to Denmark have risen by 20 per cent. We have not yet replaced Western Germany as your major supplier – but this is our target.'

Mr. Cadbury added that about 65 firms in the Birmingham area would be taking part in the British Week in Denmark in the autumn.

Scottish trade mission to Canada

A TRADE mission consisting of more than 30 members from the Council of Scottish Chambers of Commerce left Prestwick on May 6 for Canada where they are to meet Provincial Government and industrial representatives. Among the cities and towns which the mission will visit are Montreal, Toronto, Calgary, Vancouver and Halifax. They will return on May 21. Leaders of the delegation are Mr. T. D. Bruce, chairman of the Council of Scottish Chambers of Commerce, and Mr. W. S. McIntosh Reid, vice-president of the Edinburgh Chamber of Commerce.

Among the industries represented are: jute, carpets, instruments, timber, furniture, sports goods and woollens.

Visit of the Algerian Minister of National Economy

MONSIEUR BACHIR BOUMAZA, Algerian Minister of National Economy, has accepted an invitation to visit the United Kingdom as the guest of H.M. Government accompanied by a number of senior officials. The party will arrive on May 25 for a stay of four or five days. During his visit M. Boumaza will meet Ministers, officials and industrialists and visit factories.

Note:

Mr. Edward du Cann, Minister of State, Board of Trade, met M. Boumaza during his visit to Algeria last month. M. Boumaza mentioned then that he was anxious to interest British manufacturers in a petrochemical project at Arzew. His programme will be designed to show what British industry has to offer in this and other fields of capital equipment.

Saudi Arabian trade mission

AS A RESULT of an invitation from H.M. Government, conveyed by Lord Inchcape, the leader of the successful mission mounted by the Council for Middle East Trade, which visited Saudi Arabia last December and were treated as Government guests, an official mission from Saudi Arabia arrived in the United Kingdom on May 6 for a ten-day visit.

The Mission is headed by H. E. Abid Mohammed Salih Shaikh, the Minister of Commerce and Industry, who recently led his country's delegation at the United Nations Conference on Trade and Development at Geneva. The other members are Mr. Mohammed Abdullah Taibah, the Director General of Industrial Affairs in the Ministry of Commerce; Mr. Said Adam, the Secretary General of the Supreme Planning Board; and Mr. Fahd Dughaithir, the Director General of Statistics in the Ministry of Finance.

They will visit the London, Birmingham and Manchester Chambers of Commerce, and industrial firms and development projects in those areas. They are also visiting the Bank of England and the City of London.

On the first day of their visit the Mission called on Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, who is entertaining them later in their visit. After lunching in the City, they were entertained to tea at the House of Commons by Members of Parliament who visited Saudi Arabia during the winter. Later, the Middle East Association gave a reception for them at Bury House.

Since diplomatic relations were resumed early last year, the number of business and official visitors between the two countries has increased considerably. British exports to Saudi Arabia increased by 10 per cent in 1963, and in the first three months of 1964, they have been nearly double the value of exports in the same period of 1963. Opportunities exist for British firms to play an important part in the development projects now being planned by the Saudi Arabian Government.

Scottish trade mission to Benelux

A 19-MAN Scottish trade mission representing some 16 manufacturing companies, led by Lord Polwarth, chairman of the executive committee of the Scottish Council (Development and Industry), organizers of the mission, are to visit the Benelux countries – Belgium, Holland and Luxembourg – from June 7 to 13. Object of the visit will be to increase the existing volume of Scottish exports to all three countries.

The arrangements for the visit have been made in co-operation with the commercial staffs of the British Embassies in each of the three countries.

British overseas commercial officers discuss improved export service

A CONFERENCE of Commercial Diplomatic Officers from the Western European capitals was held in the Board of Trade on April 28 and 29. Twenty officers from the British Embassies in seventeen countries were present. They were addressed by a number of experts in various fields of export promotion and economic work, including Mr. Ion Earle, the chief executive of the Export Council for Europe. The main business of the meetings was the discussion of common problems and the examination of ways in which the services provided by the Government for British exporters might be improved. The conference was opened by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development.

In his introductory remarks, Mr. Heath briefly reviewed the world trading position. He pointed to the increase in British exports. Imports were also high but world trade was essentially something meant to benefit everyone. A year after the breakdown of the negotiations to join the European Common Market Britain was poised for another expansion of her exports to Western Europe. He would particularly value the advice which Commercial Diplomatic Officers could give on the best ways to overcome the barriers of increased tariff disadvantages in the European Economic Community and to benefit from the advantages Britain received in the European Free Trade Association.

This point was vigorously pursued during the conference, which was particularly useful in bringing together the experience of British representatives in the capitals of 'the Six' and 'the Seven'.

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, speaking on April 28 at the Conference of Commercial Diplomatic officers from Western Europe, including Finland, Greece, Turkey, Yugoslavia and Iceland, at the Board of Trade, London. With the Secretary of State are (left to right): Mr. C. M. P. Brown, Mr. H. Birtles, Mr. S. L. Edwards and Mr. D. N. Charlish (standing), of the Board of Trade; Mr. A. H. Ballantyne, Counsellor (Commercial), British Embassy, Ankara; Mr. R. A. Sykes, Counsellor (Commercial), British Embassy, Athens; Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, Belgrade; Mr. F. G. K. Gallagher, Counsellor (Commercial), British Embassy, Berne; Mr. N. Smith, Berne; and Mr. E. Melville, Minister (Economic), British Embassy, Bonn.

Nine more advance factories to be built

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, announced in answer to a written Parliamentary Question on April 20 that in addition to the advance factory for Falmouth the Board of Trade will build nine advance factories in areas of high unemployment. The locations and sizes of these factories will be:

	Area in sq. ft.
ENGLAND	
North-east:	
Hartlepools	25,000
The Jarrow area	50,000
North-west:	
The Barrow area	25,000
SCOTLAND:	
Donibristle	27,500
Dundee	27,500
The Kirkcaldy area	27,500
Queenslie	27,500
Vale of Leven	17,500
WALES	
The Llangefni area	10,000

Note:

This is the most recent of the advance factory programmes. Earlier programmes were announced in July and November 1962 and in April 1963. The advance factory of 25,000 sq. ft. for Falmouth, which was announced on February 27, is part of the present programme. It was announced ahead of the rest of the programme because the need for it was particularly urgent. Scottish factories (except the one at Kirkcaldy) and the Hartlepools factory will be built on land already owned by the Board of Trade, in most cases on existing industrial estates. All the advance factories will be built on sites providing room for expansion so that tenants' needs can be met if they require more space than originally proposed. In the past several such extensions have been provided. The new factories should be available for occupation in the second half of 1965. In preparing the programme the Board of Trade has taken account of the comparative needs of various parts of the country, the availability of land and the amount of existing factory space available.

Mr. du Cann in Yorkshire and Lincolnshire

MR. EDWARD DU CANN, Minister of State, Board of Trade, plans to visit Yorkshire and Lincolnshire from May 6 to 8 as follows:

May 6: David Brown Corporation factory, Huddersfield; dine with Lindsey County Council, Lincoln.

May 7: Immingham Humber Bank industrial area; Scunthorpe and Gainsborough (discussions with Gainsborough UDC).

May 8: Firth Brown Tools Ltd., Sheffield.

Factory expansion at Workington

THE INDUSTRIAL Estates Management Corporation for England have announced that the Board of Trade has allocated the 12,000 sq. ft. 'Advance' factory at Salterbeck Estate, Workington, to Smith Bros. (Whitehaven) Limited (Plastics Division). To meet the production requirements of the new tenant, the factory is to be immediately extended by 7,000 sq. ft. The firm will use the new factory for photogravure printing and for the manufacture of paper and plastic bags. When in full production it is expected that jobs will be provided for 50 men and 25 women.

Referring to the present developments Mr. P. J. Dixon, the chairman of the company, said: 'The factory is being taken over as part of the expansion plans of the Peter Dixon Group of papermakers. Photogravure printing is an addition to our present services to our customers.'

Elliott-Automation announce new factory

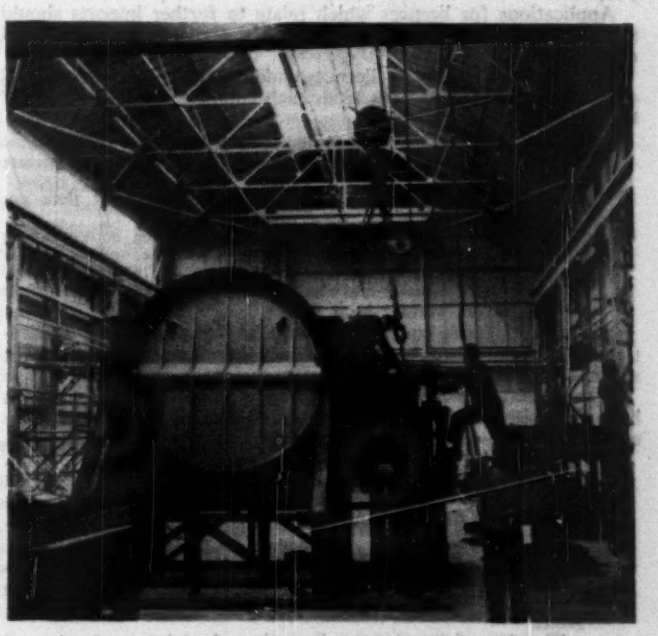
ELLIOTT-AUTOMATION LTD., automatic control equipment makers, are this year to start building a tower block factory at Cowdenbeath, Fife, which will provide 56,000 square feet of space, and jobs for about 400 people, mainly men, and many of them highly skilled. The factory is the first stage in a development which could eventually extend to seven towers – as in their factory at Rochester – and could employ just under 3,000 people. The new factory at Cowdenbeath is to be beside their recently-completed 34,000 square feet plant which is occupied by Gordon Valves Ltd., and is used for the manufacture of butterfly and ball valves, and actuators.

The announcement of the development was made on April 29 at the opening of the 34,000 square feet factory. Lord Polwarth, chairman of the Scottish Council (Development and Industry), said: 'Industries based on research and technology, and on scientific techniques, are the ones we are going all out to get going here in Scotland. There couldn't possibly be a better example of that kind of industry than Elliott-Automation.'

Mr. M. J. Gartside, a director of Elliott-Automation Ltd., said that the new development in the field of automation would be staffed by local management, and graduate staff drawn principally from the Scottish universities. Training schemes for employees had already been discussed. The rate of expansion achieved by the local management would decide the rate of expansion by the Scottish operation. Initially one tower block would be built, and if the opportunity was grasped a home-based automation industry would be created with unlimited opportunity for expansion.

The first tower would house 400, half of them skilled men, another quarter girls and the remainder divided equally between graduates and technicians on the one hand and clerical workers on the other.

'Subsequent towers', added Mr. Gartside, 'will be built depending upon the initiative and opportunity which is grasped by the local management. This, I believe, is a great opportunity.'



Assembling a 96-inch diameter butterfly valve for cooling water control at the Elliott-Automation plant at Cowdenbeath.

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Imports of cotton goods

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, in reply to a question in the House of Commons on April 30 (see page 1009 of this issue) announced certain changes in the import licensing procedures for cotton textiles. The new procedure applies to imports of cotton yarns, fabrics and other manufactures of woven cotton, including garments, and further particulars as follows are given in Notice to Importers No. 1070, dated May 1, 1964.

With effect from May 1, specific individual licences will be needed for imports of all cotton textiles other than carpets, mats, rugs and shawls, except as set out in paragraphs 10 and 11 below.

However, goods shown to the satisfaction of H.M. Customs to have been in transit on or before April 30, 1964, will be admitted without the production of an import licence up to and including May 19, 1964. Importers who have goods in transit which are likely to arrive in the United Kingdom after May 19, 1964, should apply immediately to the Board of Trade for an import licence.

As a consequence of the foregoing, and also with effect from May 1, 1964, *all open individual licences issued under the provisions of Notice to Importers No.* 1055 *dated November* 22, 1963, *are revoked* (see *Board of Trade Journal* of November 22, 1963, page 1144).

Applications for import licences required under paragraph 2 above which relate to outstanding contracts should be made as soon as possible (and in any case not later than May 13, 1964), stating the quantity involved and the period of expected delivery (e.g. July/November 1964). Where letters of credit have been opened, the undrawn balance and the name of the issuing bank should be indicated. The opening of further letters of credit or the extension of existing credits after the date of this Notice for supplies from the countries concerned will be entirely at the importer's risk and will not be taken into account by the Board of Trade for licensing purposes.

Applications for licences which relate to further imports should similarly state the quantity involved and the period of proposed delivery.

Separate applications for licences under paragraphs 5 and 6 above should be made for imports from each country and under each of the following heads:

(a) yarns and threads wholly or mainly of cotton; (unit lbs.);
(b) grey unbleached woven cloth wholly or mainly of cotton; (unit square yard);
(c) woven fabrics wholly or mainly of cotton other than unbleached grey cloth; (unit square yards);
(d) made-up articles wholly or mainly of woven cotton falling within Chapter 62 of the Customs Tariff (i.e. towels, household linen, etc.); (unit £);
(e) articles of apparel and clothing accessories, wholly or mainly of woven cotton; (unit £).

The type of goods concerned should be indicated in the applications relating to 'd' and 'e' above (i.e. whether they are sheets, towels, shirts, handkerchiefs, etc.).

All applications which relate to group 'e' (import returns of which have not hitherto been made to the Board of Trade) must be accompanied by details of imports in the following form:

'The value of woven cotton garments and handkerchiefs originating in [the country concerned] and imported during the period January 1, 1963, to December 31, 1963, and paid for by me/us direct to the overseas supplier was £ (c.i.f.)'

Signed.....
Status .....
(Proprietor, partner, company director, company secretary).
Date.....

Note:
The date of the Customs Entry is to be taken as the date of importation.

With effect from May 1, 1964, individual licences will not be necessary for imports of cotton textiles from the following countries:

Australia	Iceland
Austria	Irish Republic
Belgium	Italy
Canada	Liechtenstein
Denmark	Luxembourg
Dependent territories of the United Kingdom (see list below), *with the exception of Hong Kong*	Netherlands
	New Zealand
	Norway
Finland	Spain
France	Sweden
Germany (Federal Republic)	Switzerland
	United States

Licensing arrangements under existing limitation agreements will continue to operate as before, as will quota controls which are now administered by United Kingdom import licensing. The following are the countries concerned in such arrangements:

All countries in the Sino-Soviet bloc	Macao
	* Malaysia
Formosa	Pakistan
Hong Kong	Portugal
India	South Korea
Japan	† Yugoslavia

* Piece goods only } specific individual licences will be required
† Grey cloth only } for all other cotton goods from these two sources.

United Kingdom dependent territories referred to above:

Aden and the Protectorate of South Arabia (together with Kamaran Island)	Gambia
	Gibraltar
	Gilbert and Ellice Islands (including Phoenix and Northern Line Islands)
Antigua	
Bahamas	
Barbados	Grenada
Basutoland	Malta, State of
Bechuanaland	Mauritius
Bermuda	Montserrat
British Antarctic Territory	New Hebrides
British Guiana	Northern Rhodesia
British Honduras	Nyasaland
British Solomon Islands	St. Christopher-Nevis-Anguilla
British Virgin Islands	St. Helena (with dependencies, of which the principal are Ascension Island and Tristan da Cunha)
Brunei	
Cayman Islands	
Central and Southern Line Islands	St. Lucia
Dominica	St. Vincent
Falkland Islands (with dependencies of South Georgia and South Sandwich)	Seychelles
	Southern Rhodesia
	Swaziland
Fiji (together with the Pitcairn Islands Group)	Tonga
	Turks and Caicos Islands

Dealers in securities

THE FOLLOWING changes have taken place during April in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

	Licensed dealers
Change of Address:	Calvin Bullock Ltd.
Delete:	Gresham House, 24 Old Broad Street, London, E.C.2.
Insert:	33 Cornhill, London, E.C.3.

	Exempted dealers
Change of Address:	Grindlays Bank Ltd.
Delete:	54 Parliament Street, London, S.W.1.
Insert:	26 Bishopsgate, London, E.C.2.

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Open General Licence for aluminium scrap and metallic residues exports

AT THE REQUEST of the Ministry of Aviation the Board of Trade announce that arrangements have been made to permit the continued export of specified types of aluminium scrap and metallic residues.

An Open General Licence has been issued permitting the export to any destination during the period May 17 to August 16, 1964 of aluminium scrap and residue as detailed below:

(1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent or more by weight of aluminium, other than:
  (i) scrap wrought material (including foil);
  (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  (iii) unused cast scrap;
  (iv) swarf, turnings, millings, borings and routings.
(2) Metallic residues, the following:
  (i) aluminium skimmings and dross;
  (ii) aluminium ball mill dust.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note:

The new Open General Licence allows for a further period of three months the continued free export of certain specified types of aluminium scrap and metallic residues. The current Open General Licence covers the period from February 17 to May 16, 1964 and details of it were given in the *Board of Trade Journal*, January 31, page 195.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply availabe from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the application for temporary exemption. Representations should be received by May 22, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.05	1:4 - Di(hydroxymethyl) cyclohexane.	As in previous column .	December 31, 1964	3540
29.14	4-Methylvaleric acid .	As in previous column .	September 1, 1964	925
29.24	Tetraethylammonium chloride.	Tetraethylammonium chloride monohydrate.	December 31, 1964	6476
29.25	Sodium *N* - 1 - naphthylphthalamate.	Sodium alanap technical	December 31, 1964	6474
29.35	2:4 - Dimethylthiophan 1:1-dioxide.	Dimethyl sulpholane .	December 31, 1964	6461
29.37	(±) Pantolactone, which yields on hydrolysis not more than 5 parts per million by weight of cyanides calculated as CN.	dl-Pantolactone pure cryst	December 31, 1964	6416

The Import Duty Drawbacks (No. 3) Order 1964

H.M. TREASURY have made the Import Duty Drawbacks (No. 3) Order, 1964.

This Order:

(i) provides for the allowance of drawback of import duty on the exportation of all imported goods classified in Tariff heading 40.11 suitable for cycles not mechanically propelled;
(ii) amends the present provision of drawback of import duty on imported boxes of softwood boxboards to include all boxes within stated dimensions imported complete but unassembled, with drawbacks to be allowable only on the exportation in the boxes of all fish other than shellfish;
(iii) provides for the allowance of drawback of import duty on –
  (a) imported bones, whether crushed or uncrushed, used in the manufacture of glue or gelatine or certain other bone products for export; and
  (b) certain imported wooden golf club head blocks used in the manufacture of golf clubs for export;
(iv) amends the present provision of drawback of import duty on certain imported hatters' fur used in the manufacture of hats, bonnets and other specified headgear for export;
(v) increases the rates of drawback of import duty on imported fresh bitter oranges used in the manufacture of orange marmalade and prepared oranges for export; and
(vi) revokes the present provision of drawback of import duty on specified imported wood and timber used in the manufacture of sewing machine stand legs for export, and varies the rates of drawback of import duty on certain imported wood and timber and wooden veneer sheets used in the manufacture of specified exported sewing machine woodwork.

The Order came into operation on May 6, 1964, and has been published as Statutory Instruments 1964, No. 629. Copies are obtainable direct from H.M. Stationery Office.

The Import Duties (Temporary Exemptions) (No. 5) Order 1964

H.M. TREASURY have made the Import Duties (Temporary Exemptions) (No. 5) Order 1964, the First Schedule of which provides for the exemption from import duty from May 6, 1964, until January 1, 1965 (except where some other date is shown) of certain goods (mainly chemicals) at present liable to import duty.

The Second Schedule to the Order provides for the extension until January 1, 1965 (except where some other date is shown) of existing temporary exemptions from import duty of certain goods (mainly chemicals). These exemptions would otherwise have expired on May 6, 1964.

The Order came into operation on May 6, 1964, and has been published as Statutory Instruments 1964 No. 628. Copies may be obtained from H.M. Stationery Office.

Import duty on some cork stoppers

H.M. TREASURY have made the Import Duties (General) (No. 4) Order 1964. This Order which came into operation on May 6, 1964, restores the import duty (10 per cent full rate, 4 per cent EFTA rate) on certain of the cork stoppers from which it was removed by the Import Duties (General) (No. 7) Order 1961. Copies of the Order, S.I. 1964/633, are obtainable direct from H.M. Stationery Office.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shoppers Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

New Books

The Quality of Trade Credit, by Martin H. Seiden (130 pages. New York, National Bureau of Economic Research $3.00). Trade credit is the credit extended by one 'non-financial' firm to another for the period between delivery of goods or services supplied by the first firm and payment for the goods by the second. This widespread and fundamentally simple method of financing business for short periods, though well known, is still one of the comparatively neglected areas of study in the field of financial studies, and in this Occasional Paper No. 87 of the American National Bureau of Economic Research the author has undertaken pioneer work in measuring the volume and composition of trade credit and in assessing its quality in relation to its significance as an indicator of business conditions. The book provides a detailed analysis of the structure of trade credit in the United States, and an examination of those features of the credit practices between traders which give the best evidence of the soundness (i.e. the quality) of the credit structure as a whole. It describes methods of calculating changes in the standards employed in granting trade credit, and deals also with the statistical measurement of credit-worthiness in trade debtors.

Finance of Overseas Trade, 4th edition, by W. W. Syrett. (255 pages. Pitman. 32s. 6d.) Since its first edition in 1937 this book has become well known both as a practical and up-to-date guide to methods of financing international trade for businessmen, and as a standard textbook for students of banking and commerce. This new edition brings the 1957 edition up to date, taking note of recent changes in law and practice. The entire section on the Export Credits Guarantee Department has been revised and rewritten and in addition the text of the International Chamber of Commerce's *Uniform Customs Practice for Documentary Credits*, to which British banks now adhere, is reproduced in full.

Specimen Agency Agreements for Exporters, 'as suggested and approved by the Institute of Export' (15 pages. 2s. from the Institute of Export, 14 Hallam Street, London, W.1). A review article on The Commercial Agent in an Overseas Market appeared on this page in the JOURNAL of April 17, and this booklet may be regarded as an addition to the list of books on the subject given there. It contains a short description of the various types of commercial agencies, a list of essential clauses in agency agreements, and three specimen agreements in full – one for exclusive and sole agencies, one for a merchant firm with its own branches or headquarters in overseas territory, and one for consignment agents.

Bolivia: a Land Divided, 3rd edition, by Harold Osborne (181 pages. Oxford University Press. 30s.). Bolivia is a country of great natural wealth, and at the same time, a country with a problem of poverty. This new edition of a book often regarded as a standard work is of particular interest, especially since the section on economic conditions has been re-written. The book is issued under the auspices of the Royal Institute of International Affairs, and appears just as the Ten-year Economic and Social Development Plan (1962-71) of Bolivia is being implemented. It traces the declining fortunes of the Bolivian economy, marked among other things by the devaluation and introduction of a new unit of currency, and explains how national survival might well depend upon the success of the Plan. The section on the economy constitutes about one third of the book. The other two thirds complete a general survey of the country, dealing with its history, people, geography and administrative structure. A bibliography is also included.

Safety and Management: a Guide for the Chemical Industry. 4th edition. British Chemical Industry Safety Council (249 pages. 45s. from the Association of British Chemical Manufacturers, 86 Strand, London, W.C.2). The first manual of model safety rules for use in chemical works was produced in 1928. Since then the rules have been revised and supplemented on various occasions, and this fourth edition of the manual is designed as a comprehensive guide to management in meeting its responsibility for the safety of employees in the chemical industry. The manual has much to offer other industries also, particularly those which use chemicals or materials made from chemicals. For each topic dealt with in the manual there is a summary of the principal safety requirements, a list of relevant legislation, cross references to related topics in other chapters, and detailed instructions of a practical nature.

Forgery Detection: a Practical Guide by W. R. Harrison (232 pages. Sweet & Maxwell, 21s.). In this book are outlined simple techniques of detection, with numerous illustrations, showing how anyone who might have reason to believe that a document is forged may apply preliminary tests which are often sufficient to provide an answer. For difficult cases, advice is given on the employment of an expert document examiner, showing in what way he can help and what information he must be given. A few sample problems are given; there is also a short bibliography and an index. The author, formally Director of the Home Office Forensic Science Laboratory, has written here for the layman, as in 1958 in his *Suspect Documents: Their Scientific Examination* (583 pages. Sweet & Maxwell, 92s. 6d.) he wrote for the forensic expert.

British National Film Catalogue 1963 (149 pages. British National Film Catalogue Ltd., 55a Welbeck Street, London, W.1, by subscription 126s. p.a.). The widespread use of films for many industrial purposes – from education and training to the presentation of a firm or industry to its potential market – has been considerably assisted by the publication of the British National Film Catalogue, whose first annual volume, covering films issued in 1963, has just been published. This volume is a cumulation of the record of new British films of all kinds that has appeared in the six issues of the British National Film Catalogue bi-monthly parts for 1963; it provides a classified subject guide to the whole output of the professional film industry in the shape of feature and documentary films made for cinema, television, educational and industrial showing, and gives many details about each one. The information in each entry includes names of producing and distributing companies and of the principal technicians and actors, running time, and technical details for projection; and there is a brief synopsis of the 'story' of each film. There is an alphabetical index of names and titles. The annual volume is available only to subscribers to the 6 bi-monthly parts.

Restrictive Trading Agreements in the Common Market, Texts – Commentaries, by Alan Campbell (228 pages. Stevens & Sons, 37s. 6d.). The now familiar process of translation and elucidation of the law of the European Economic Community is continued by Alan Campbell, already active in this field with his *Common Market Law* (1962). The purpose of his new contribution is to provide an objective exposition of the Common Market law as it affects restrictive trading agreements. In this volume documents from all the relevant sources relating to restrictive trading agreements are reproduced in both French and English and followed by an explanation or commentary. The book also includes a translation of the *Guide Pratique* with articles 85 and 86 of the Rome Treaty and relevant regulations, which is intended to act as a guide for firms trading in the Common Market.

Other publications

CONTRACT JOURNAL DIRECTORY AND YEAR BOOK 1964, 768 pages. Building and Contract Journals Ltd., 32, Southwark Bridge Road, London, S.E.1. 63s. (Includes new sections on heating and ventilating contractors and industrialized building systems).

KNOW YOUR ACCOUNTS, Part 2. By Marie Mellor. 159 pages. Macdonald. 12s. 6d.

TRADE DIRECTORY OF THE REPUBLIC OF GHANA, 1964. 144 pages. The Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W.2. 40s.

BROOK ELECTRIC MOTORS
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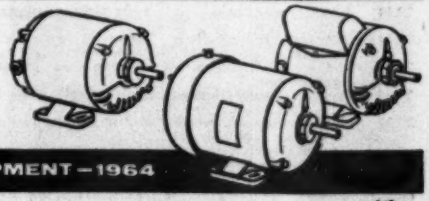
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Parliamentary Answers

THURSDAY, APRIL 30

Imports of cotton textiles

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked whether he was aware of the growing practice of placing forward orders for large quantities of cotton textiles in countries with no traditional trade with the United Kingdom; and what action he proposed to take in view of the effects of this practice not only upon the British cotton textile industry but also upon the agreements which he had made with the Commonwealth and other supplying countries to limit their exports to us. In reply he said: 'I have observed this development with concern. I have felt obliged to introduce certain changes in the import licensing procedure designed to provide information about the placing of forward contracts and to enable the Board of Trade to keep an effective watch on the trend of imports from new sources of supply. In future, therefore, specific import licences will be required for all imports of cotton textiles except those from our Dependent Territories and certain traditional suppliers or those which are subject to limitation agreements with the exporting countries concerned.

'This change in procedure does not indicate any change in policy. Licences will be issued freely unless imports from any country affected are increasing in such a way that HM Government find it necessary to request that country to exercise restraint on the basis of the GATT Long Term Arrangement.'

Details of the import licensing arrangements are given on page 1006 of this week's issue.

Anti-dumping duties on British steel

The Secretary of State was asked what information he had about new anti-dumping regulations proposed by the United States Treasury concerning imports of British steel; and what similar protective regulations he proposed for this country. Mr. Edward du Cann, Minister of State, Board of Trade, replied: 'The United States Treasury have published draft amendments to the American anti-dumping regulations which apply to imports of all goods from all sources. Sixty days are allowed for comment on these regulations and my officials are studying them urgently; we have reservations about a number of features. For our part, we already have powers under the Customs Duties (Dumping and Subsidies) Act, 1957.'

August Bank Holiday

Asked what consultations had been held with representatives of farmers and farmworkers on proposals for the fixing of August Bank Holiday, the Secretary of State said that HM Government's decision in this matter was taken after careful consideration of all the views expressed by interested parties, including an objection put forward by the National Farmers' Union in 1961.

Commonwealth preference and developing countries

Asked what were his proposals for extending Commonwealth preference in the United Kingdom to all developing countries; and whether he had discussed the proposals with other Commonwealth Governments; the Secretary of State said that HM Government were prepared to extend tariff preferences to all developing countries subject to the following conditions: first, that all other major industrialized countries would do so; secondly, that those Commonwealth countries which had guaranteed preferences in our market were prepared to agree to share them with developing countries; and, thirdly, that new preferences were created not by raising most-favoured-nation rates, but by lowering or abolishing duties on imports from developing countries. The answer to the last part of the question was yes.

Advance factories

Details of the nine additional advance factories to be built by the Board of Trade in areas of high unemployment are given on page 1005 of this week's issue.

South-east study debate

The debate on the South-east study which took place in the House of Commons on May 4 is reported in *Hansard*, cols. 919 to 1049.

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119*	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124*	138	131	119	105	139	108	140	166	144	+147	+ 75	+28	+41
1963															
September	..	121	..	..	..	105	..	..	..	..	..	.	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter			123·2	+1·5	108·2*	123·7*	145·8	445	— 5	+42	182	+25	— 5	145	134	..
1963																
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5*	123·6*	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·4*	123·7*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March			123·6	+1·5	108·7*	123·8*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April								394	— 19	—20	212	+10	+14			

† NOT seasonally adjusted. * Provisional.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March

Unit value index numbers of imports and exports (Table 1)

THE OVERALL import and export unit value index numbers and the terms of trade for March were unchanged from the February levels of 107, 105 and 98 respectively (1961=100).

The overall import unit value index remained unchanged from the previous month though there were increases of one half per cent in the indices for basic materials and for manufactured goods. These increases were offset by a fall of almost 1 per cent in the index for the food, beverages and tobacco class of goods due mainly to a fall in the average value of imported sugar.

There was no change in the overall export unit value index or in the total index for manufactured goods. Within the manufactured goods class however, there was a rise of one half per cent in the textiles index which was offset by a corresponding fall in the metals index. The index for non-manufactured goods increased by over one half per cent.

Volume of imports and exports (Table 2)

The volume of imports (seasonally adjusted) in the first quarter was 6 per cent more than in the fourth quarter and 16 per cent more than a year earlier. Imports of food, beverages and tobacco rose 1½ per cent in the first quarter. There was a further substantial increase, 5 per cent, in imports of industrial materials which were 21 per cent more than in the first quarter of 1963. Imports of basic materials were 1 per cent less than in the previous quarter mainly because imports of wool and other textile fibres were reduced from the very high rates at the end of last year. The growth of imports of semi-manufactures, however, accelerated. This, together with a particularly large increase in imports of finished manufactures (which included two large ships), brought an increase in the volume of imports of manufactures of 13 per cent in the first quarter and of 31 per cent since the first quarter of 1963.

Exports continue to expand. In the first quarter their volume was 2 per cent more than in the fourth quarter and 6 per cent more than a year earlier. The volume of exports of manufactures was 2 per cent more than in the previous quarter with a particularly large increase, 5 per cent, in exports of chemicals. Exports of machinery and transport equipment were 1 per cent higher after a 5 per cent increase in the fourth quarter. The volume of exports of non-manufactures continues to decline from the peak in the second quarter last year. There were substantial reductions in exports of fuels and basic materials.

Note:

This series of index numbers based on 1961 = 100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of *Economic Trends*.

(Tables on following pages)

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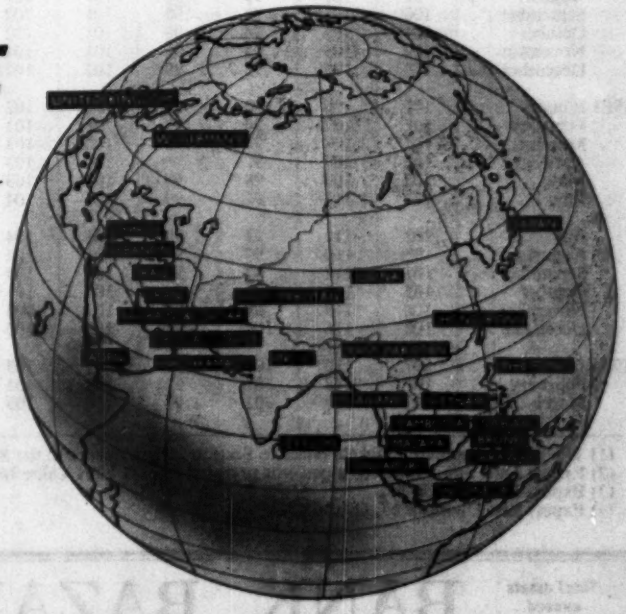

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United Kingdom import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non-Manufactures [0 ro 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	105	98
1962 March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February	107	118	102	97	103	105	107	105	101	105	104	106	105	98
March	107	117	102	97	104	105	108	105	101	106	104	106	105	98

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

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United Kingdom import and export volume index numbers (1)

TABLE 2

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1964 1st quarter	119	106	107	126	139	113	115	113	125	106	102	115	115
1963 March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
March	114	97	95	123	144	123	116	124	138	115	110	125	130
Seasonally adjusted													
1962 1st quarter	*100*	*103*	*94*	*106*	*99*	*99*	*106*	*99*	*103*	*99*	*99*	*98*	*98*
2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter	*118*	*104*	*108*	*125*	*137*	*112*	*115*	*111*	*123*	*103*	*102*	*111*	*119*
1963 March	*103*	*100*	*94*	*122*	*106*	*112*	*123*	*110*	*113*	*102*	*103*	*113*	*108*
April	*105*	*101*	*92*	*129*	*109*	*103*	*121*	*100*	*107*	*97*	*96*	*99*	*107*
May	*106*	*102*	*93*	*125*	*112*	*110*	*124*	*107*	*117*	*103*	*104*	*107*	*108*
June	*106*	*106*	*97*	*114*	*110*	*109*	*130*	*105*	*116*	*107*	*98*	*103*	*113*
July	*111*	*109*	*101*	*116*	*117*	*106*	*121*	*104*	*115*	*101*	*99*	*102*	*111*
August	*106*	*103*	*102*	*111*	*111*	*110*	*128*	*108*	*120*	*105*	*102*	*105*	*116*
September	*112*	*104*	*111*	*125*	*115*	*109*	*118*	*108*	*111*	*103*	*102*	*109*	*111*
October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*
March	*117*	*97*	*104*	*125*	*144*	*117*	*114*	*117*	*129*	*108*	*105*	*116*	*127*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 1, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Look at Life Series 21:					
The New Australians	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29371	10	April 27
Movietone News 1820A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29017	8	April 27
Mining Review No. 9 – 17th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 29372	10	April 28
The Bargee	Warner-Pathe Distributors Ltd.	Galton-Simpson Productions Ltd.	Br/E 29373	106	April 29
The Court Martial of Major Keller	" "	Danziger Productions Ltd.	Br/E 29374	69	April 29
Messenger of the Mountains	Data Film Distributors Ltd.	Countryman Films Ltd. now Adder Productions Ltd.	Br/E 29376	38	April 29
Go Kart Go	Children's Film Foundation Ltd.	Fanfare Films Ltd. for Children's Film Foundation Ltd.	Br/E 29377	55	April 30
Movietone News 1821	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29018	7	May 1
Pathe Pic. Series 482/494:					
Pathe Pic. No. 490	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29378	8	May 1
Pathe News 64-35	" "	" "	Br/E 29082	8	May 1
Pathe News 64-36	" "	" "	Br/E 29083	10	May 1
	FOREIGN				
Robin and the 7 Hoods	Warner-Pathe Distributors Ltd.	Sinatra Claude Productions	F 29375	123	April 29
Penny Whistle Boys	Contemporary Films Ltd.	Kenneth Law	F 29379	14	May 1

CORRECTION TO THE REGISTER:
The registration particulars of the film 'The Gentle Art of Murder' (F 29211) registered on February 13, 1964, have been corrected to show the makers as Transworld Productions, Paris; Cosmos Film, Rome.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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MANCHESTER: *Royal Buildings, 2 Mosley Street. Central 0119*
LEEDS: *Permanent House, The Headrow. Leeds 27439*
GLASGOW: *45 Renfield Street, C.2. Central 2945*

Production of man-made fibres

PRODUCTION by weight of man-made fibres in March was 13 per cent more than in March 1963, continuous filament and staple fibre sharing equally in the increase.

Total deliveries of man-made fibres during the three months January-March were 21 per cent more than in the first quarter of 1963. Within the total, deliveries to the weaving industry, which a year ago was slightly less in comparison with the previous year, this year increased by 11 per cent; deliveries to the warp-knitting and hosiery industries were particularly buoyant – 29 and 60 per cent more respectively. Deliveries for industrial purposes were, however, at about the same level as last year.

Deliveries of staple fibre to the cotton and woollen spinning industries were respectively 17 per cent and 30 per cent more; deliveries to the flax spinning industry and to other spinning systems and sundries also increased substantially. Deliveries for export of continuous filament increased by 35 per cent and of staple fibre by 11 per cent.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·8
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 1st quarter	76·7	95·3	172·0
4th quarter	90·5	107·2	197·7
1964 1st quarter	93·4	109·9	203·3
1963 January	26·0	31·8	57·7
February	23·7	30·1	53·8
March	27·0	33·4	60·5
1964 January	32·5	37·2	69·7
February	30·3	34·9	65·2
March	30·6	37·8	68·4

Deliveries of continuous filament yarns

(Thousand lb., actual weight)

	Year 1962	1963			1964
		Jan.-March	Oct.-Dec.	Year 1963	Jan.-March
Weaving	72,965	19,548	21,132	77,432	21,612
Hosiery	33,409	8,882	13,615	42,935	14,246
Warp knitting	29,820	8,282	10,600	35,959	10,670
Industrial purposes (tyres, etc.)	81,865	23,187	22,204	90,300	23,074
Other purposes	11,260	2,990	3,939	13,226	3,804
Exports as yarn (a)	63,428	17,118	20,856	76,346	23,033
Total	292,746	80,006	92,347	336,199	96,439

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb., actual weight)

	Year 1962	1963			1964
		Jan.-March	Oct.-Dec.	Year 1963	Jan.-March
Cotton spinning	108,817	29,813	33,509	119,324	34,899
Wool spinning	82,694	24,546	30,083	101,209	31,866
Flax spinning	24,078	7,281	9,339	32,854	9,388
Other spinning systems and sundries	35,301	9,613	11,179	41,339	11,989
Exports (a)	85,036	23,085	23,961	96,449	25,731
Total	335,926	94,339	108,070	391,175	113,876

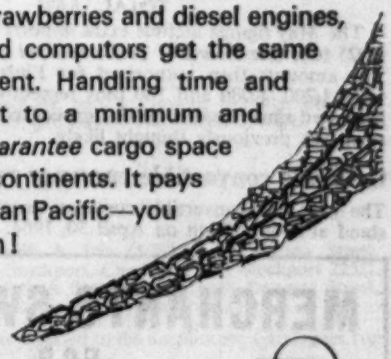
(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Cinema admissions and takings in March

DURING March the weekly average of admissions to cinemas in Great Britain was 6.6 million, and the weekly average of gross box office takings was £1.12 million.

Globetrotter Extraordinary!

The look on this Tuatara lizard's face tells you the whole story. They asked him to go from New Zealand to Amsterdam, via Vancouver then to a European Zoo. What a drag. They put him aboard a Canadian Pacific CARGOJET—he felt better. By the end of the journey he was convinced they knew he was a Very Important Reptile: they treated him like one. But then Canadian Pacific treats all its cargo with the greatest care. Strawberries and diesel engines, chrysanthemums and computors get the same fast efficient treatment. Handling time and transhipping are cut to a minimum and Canadian Pacific *guarantee* cargo space on all flights to five continents. It pays to send cargo Canadian Pacific—you can depend on them!



For further details contact your local travel agent or contact Canadian Pacific, Trafalgar Square, London, W.1. Telephone: WHI 5100

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Quarterly at 7s. 6d. a year, post free:
Mechanical Handling Plant for October – December 1963.
Photographic Equipment for October – December 1963.
Toilet Preparations for December 1963 – February 1964.

£655 million spent on holidays last year

Thirty-one million British people took nearly 36 million holidays away from home last year, the British Travel and Holidays Association, Britain's official tourist organization, reports. They took 31 million main and additional holidays in Britain during the year and four-and-three-quarter million holidays abroad. The BTHA has revealed these figures after studying the results of a special survey carried out during 1963.

Holiday spending in 1963 totalled £655 million, compared with £650 million in 1962. Holidays abroad accounted for about £225 million of the total expenditure.

The seasonal pattern of main holidays taken within Britain in 1963 showed little change over previous years.

Additional imports of butter

DETAILS of the additional butter quotas authorized for May and June are as follows (see *Board of Trade Journal* of May 1, 1964, page 945).

	Tons	
	May	**June**
Austria	100	150
Finland	1,900	1,250
France	2,000	2,000
Irish Republic	500	600
Netherlands	200	300
Norway	445	500
Poland	500	600
Rumania	250	400
Sweden	600	500
Uruguay	200	NIL
TOTAL	6,695	6,300

The May figures include extra imports authorized earlier, totalling 4,925 tons (see *Board of Trade Journal* of April 10, 1964 page 768). The amounts then authorized for Finland, France and Rumania were 1,200, 1,080 and 100 tons respectively; these have now been increased since these countries expect to have more butter available than was previously thought likely.

Gold and convertible currency reserves in April

The gold and convertible currency reserves rose by £19 million to stand at £969 million on April 30, 1964.

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British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British commercial representatives published in the *Board of Trade Journal* of April 24 (page i-iv).

CHINA
SHANGHAI: the address and telephone number of the Office of the Counsellor of the British Chargé d'Affaires should be amended to read:
33 Chung Shan Lu, E.I.,
Shanghai. (Tel. 211489).
The telegraphic address remains unchanged.

CONGO, REPUBLIC OF THE (FORMERLY BELGIAN CONGO)
ELIZABETH (C) – should be amended to read ELIZABETHVILLE (C).

HONDURAS, REPUBLIC OF
TEGUCIGALPA: The telephone number of the British Embassy is now:
2–0479.

MACAO
The address of the British Consulate is now:
7/9 Calcada do Gaio,
P.O. Box No. 44,
MACAO.
The telephone number remains unchanged.

MEXICO
MEXICO CITY: the name of H.M. Counsellor (Commercial) should be amended to read: Mr. D. H. T. Hildyard, D.F.C.

NIGERIA
IBADAN: The address of the Assistant British Trade Commissioner is now:
Finance Corporation Building,
Lebanon Street,
Private Mail Bag 5010,
Ibadan, Western Nigeria.
The telegraphic address and telephone number remain unchanged.

UNITED STATES
NEW YORK: **Mr. R. F. L. Martin** has now replaced Mr. R. S. Kinsey as Export Credits Guarantee Department's representative in North America.

Dialled telephone calls to Germany and Holland

From May 2 London STD telephone subscribers have been able to dial almost all their calls to West Germany and the Netherlands. Less than a fortnight ago this facility, which had up to then existed only on calls from London to Paris, was extended to the rest of France, Belgium and Switzerland. By the second day a third of calls were being dialled.

The new facility means that London STD subscribers will be able to dial nine-tenths of their calls to the Continent.

Arrangements are being made for STD subscribers in Birmingham, Edinburgh, Glasgow, Liverpool and Manchester to be brought into the system later this year.

Early next year it is hoped to arrange for International Subscriber Dialling (ISD) to be extended to Sweden, Denmark, Austria and Italy and later, possibly, to Norway and Finland.

Textile Institute's new service for the industry

Mr. F. C. Bagnall, newly-elected president of the Textile Institute, has announced the establishment by the Institute of a new company to act as an appointments board to the textile industry and for members of the Textile Institute. This company, limited by guarantee is Scientific, Technological, Executive and Management Selection Ltd. and will be known as 'STEMS' for short. It is a separate self-supporting company which has been set up to help firms to fill vacant positions which need men with textile qualifications, and to help members of the Institute to find the right appointments within the industry. Such a service has never before been offered exclusively to the textile industry.

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
May 12-14	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).
May 21	Miscellaneous stores	Technical Stores, Sub-Depot, Wem, Salop	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).
May 26	Machine tools, clothing and textiles, electrical equipment and miscellaneous stores, including:	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel.: Leeds 20898).

Lighting, generating and charging sets; drilling machines; stacking machine; paint spraying plant; electric test bench; lifting equipment; grinding machine; weighing machines; roller conveyor; surface plates; blankets; tentage; canvas; webbing; camp equipment; haversacks; packs; mattresses; pillows; carpets; curtains; rugs; leather jerkins; raincoats; B.D. blouses and trousers; vests; drawers; shirts; pullovers; duffle coats; steel helmets; boots and shoes; vices; screw-cutting sets; lifting jacks; wrenches; micrometers; tool kits; tyres; electric cable; electric wireless and signal equipment; fire fighting equipment; wood packing cases; paint; non-ferrous metals; kitchen and hardware; cutlery and butchers equipment; bins; buckets; water bottles; mess tins; nuts and bolts; clocks; suitcases; Land Rovers and Rover engine assemblies; folding and dining tables; folding, tubular, dining and easy chairs; bedside tables; filing cabinets; wardrobes and office furniture, etc.

June 4	Machine tools and miscellaneous stores	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright Ltd. (Dept. L) 20 King Street, Hereford. (Tel.: 4366).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
May 14	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury R.A.F. Cosford, Cranwell, Digby, Swinderby and North Luffenham.	Nock & Joseland (AFD 1), Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).

The above sale will include a large quantity of clothing, footwear, parachute canopies, parachute streamers, segments and webbing, water bottles, mess tins, rubber dinghies, ball and roller bearings, roller conveyors, fuel pumps, aircraft equipment, wheels and tyres, brake units, aluminium sections, photographic equipment, radio and electrical equipment, furniture, miscellaneous stores and equipment.

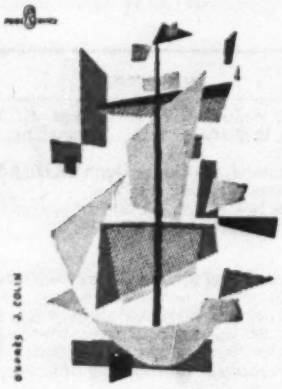
May 14	Morpeth (Tranwell) Airfield, part with vacant possession and part subject to tenancy to be sold in 8 lots. The airfield includes the modern mixed arable Cockhill Farm of nearly 300 acres with modern farmhouse, cottages and buildings erected some 8 years ago. The remainder of the land consists of useful compact areas of agricultural land, with water, a T.1 type hangar, to be sold *in situ*, and two plantations.	Morpeth Airfield, Northumberland	Lamb & Edge (AFD1), Grainger House. 36 Blackett Street, Newcastle-upon-Tyne (Tel.: Newcastle-upon-Tyne 28325).
May 20	The sale will include 78 Timber built and asbestos roofed hutments to 172 ft. by 52 ft. 4 steel framed buildings each approximately 290 ft. by 60 ft. 3 steel framed half hangars each approximately 90 ft. by 60 ft. 20 thousand gall. water storage tank and tower, tanks, large and small boilers, kitchen equipment.	Royal Air Force, Chigwell, Essex.	Sworder, Son & Gingells (AFD1), Chipping Ongar, Essex. (Tel.: Ongar 2206-7).
May 28	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).
June 24	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
June 9	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.



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Exhibitions and Fairs

Research, development, production - functions of the human mind and will

— H.R.H. Duke of Edinburgh

OPENING THE RESEARCH Development Production Exhibition and Conference—'Progress 64'—sponsored by *The Times Review of Industry and Technology*, at the National Hall, Olympia on May 4, H.R.H. the Duke of Edinburgh said: 'This exhibition and conference sets out to combine research, development and production within one plan. The function of this exhibition is a useful reminder that these three things should hang together like a pawnbroker's sign. I would like to suggest that we stop looking at them as some kind of abstract activity that moves like the weather. These things are not abstract, they are wholly functions of the human mind and will. No matter how tiresome it may be there is no alternative to the exercise of human thought and judgment in any part of continuous research development and production.'

Continuing, the Duke said selection of areas of research, development projects, and of systems of production could not be done merely by spending money. When the selection had been made the problem of design had to be solved. The research project had been selected but the plan of the experimental programme had yet to be determined, because the design of the experiment would determine what was revealed by the experiment. In production the whole system depended upon the shrewd planning and design of the layout, the flow of material, the arrangement of machine, the control techniques and on the sympathetic organization of the work force. Day to day management was vitally important but it was the initial design of the operation which would dictate the eventual economic success of the venture.

In all design, he said, there was bound to be a compromise of some sort so that the most successful design was the result of the best balance and most ingenious compromise. 'If we hope for better standards in research, development and design in Britain we must recognise that scientific and technological training must include an important element of pure education so that the necessary human qualities are also given a chance to develop. You cannot pour facts into one end of the student and hope that somewhere he has the academic tendencies to convert them into a useful contribution to organization, selection or design. I am quite certain that it would be more revealing for students to follow step by step argument by argument, fact by fact, the process of thought and administration which produced the great scientific successes and failures and the lucrative as well as the disastrous technological developments.'

A special feature of the exhibition was a Research Development and Production stand showing outstanding examples of major developments in model form, based on current research carried out by H.M. Government. Nearby was the stand of the National Research Development Corporation which illustrated the immensely varied spectrum of the Corporation's interests ranging from licensed inventions of relatively limited application to major development projects such as the hovercraft, fuel cells, and Cephalosporin 'C'—an antibiotic produced by micro-organism.

For the first time universities took part on a large scale in a major industrial exhibition. The gallery of the hall was given over to their research laboratories. The universities concerned were Bangor, Birmingham, Bristol, Cambridge, Liverpool, London (Imperial College), Manchester, Oxford, Sheffield, Southampton, the City and Guilds of London Institute, Glasgow College of Science and Technology and Loughborough College of Technology.

In conjunction with the exhibition, a conference—'Industry shapes its future'—was held at which Sir Norman Kipping, Director-General of the Federation of British Industries spoke at the opening session. Among subjects discussed were 'The challenge of technological change', 'Training for an age of automation', 'Market research' and a lecture for students—'What happens in industry.'

The exhibition closes tomorrow (May 9).

UK nuclear energy display at Geneva

Planning is at an advanced stage for the United Kingdom section of the scientific exhibition which is to be held in association with the third International Conference on the peaceful uses of atomic energy which is to be held in Geneva from August 31 to September 9. The United Kingdom section of the exhibition will occupy an area of 8,000 square feet, and the subject of the exhibit will be research and development on nuclear energy carried out by the United Kingdom Atomic Energy Authority, the Central Electricity Generating Board, the Universities and industry. It will be divided into four main sections – reactors, fuels, research, and related subjects.

Britain at Hanover fairs

THE BOARD OF TRADE has collaborated with the Stationers' Association of Great Britain and Ireland and with the British Electrical & Allied Manufacturers' Association (BEAMA) in organizing two British displays at the 18th Hanover Fair (April 26 to May 5). The Hanover Fair, one of the world's largest general industrial trade events, last year occupied nearly 6½ million square feet, and attracted over 5,700 exhibitors from 27 countries as well as more than a million visitors. It was formerly known as the German Industries Fair. It was the first 'joint venture' at the fair between the Board of Trade and BEAMA, and the second with the Stationers' Association.

Eleven firms took part on individual stands in the Stationers' Association's display, which covered nearly 3,000 square feet. They displayed a cross-section of high quality stationery products including typewriters, box-files, cash-boxes, lettering sets, felt-tip markers, pens and inks. Seven firms, representing specialized sectors of the British electrical engineering industry, had individual stands in the BEAMA display, which had occupied a total of over 1,300 square feet. Their exhibits included generators, transformers, switchgear, motors, control gear, process heating equipment and electro-magnetic devices. BEAMA and the Stationers' Association each staffed their own trade information inquiry bureau.

British exports of electrical machinery, apparatus and appliances last year were worth £318.1 million, compared with £286.8 million worth in 1962. Exports of British stationery products last year totalled £12.9 million, an increase of over £2 million on the previous year.

The Board of Trade also co-operated with the Ministry of Aviation in organizing an official British display at the German Aviation Exhibition, held in Hanover from April 24 to May 3. The display dealt with aspects of fundamental aviation research and development in Britain.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe	*April 3*	*July 3*
Europe	*March 6*	*June 6*
United Kingdom	*May 1*	*Aug. 7*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic Greece, Turkey, Middle East and West Africa: 2792. United Kingdom and Rest of the World will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

***** *indicates fair which is held annually at approximately the time stated.*

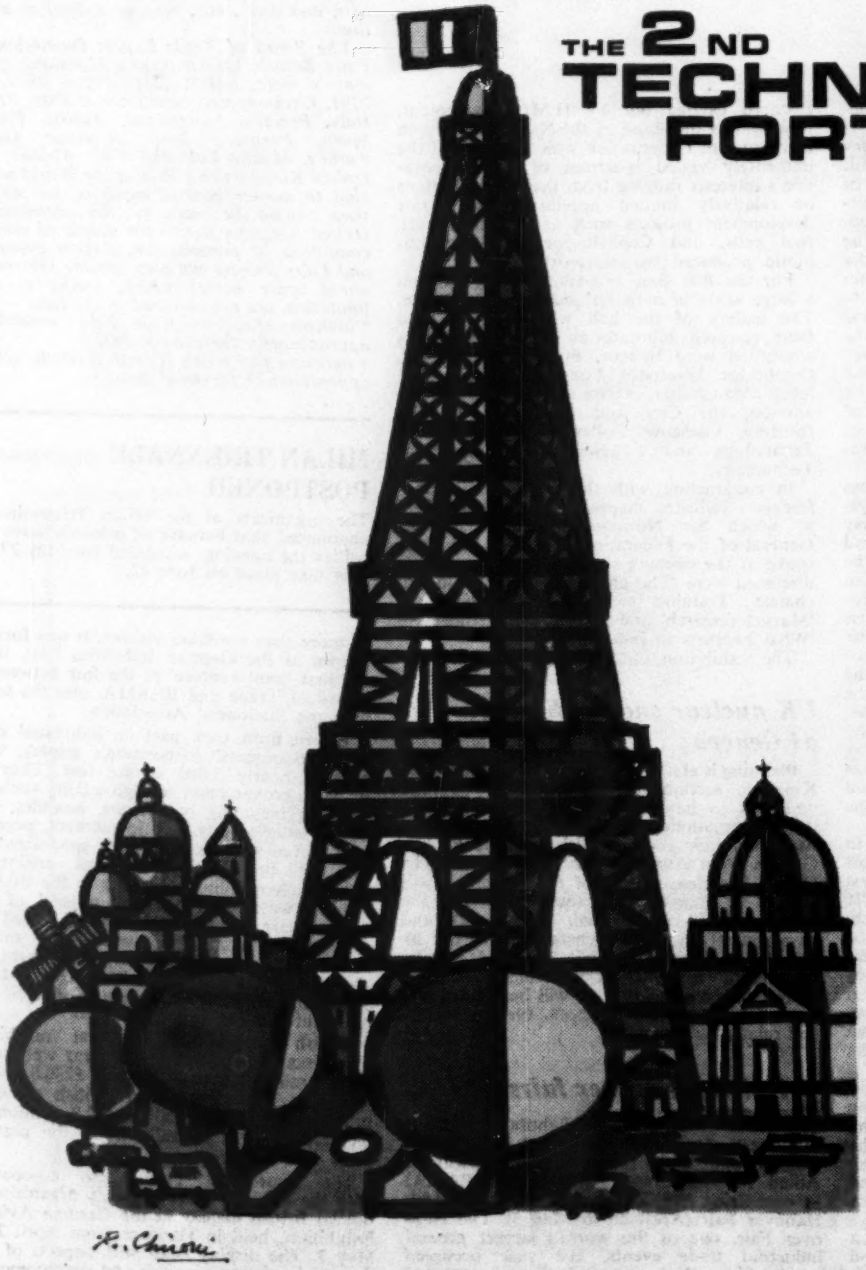
† *indicates fair which is held alternate years at approximately the time stated.*

MILAN TRIENNALE POSTPONED

The organizers of the Milan Triennale have announced that because of administrative difficulties the opening, scheduled for May 27, will now take place on June 12.

PARIS

PRESENTS



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- Exhibition of the Electrical and Mechanical Engineering Industries
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Design Centre Awards 1964

and The Duke of Edinburgh's Prize for Elegant Design

Good design for British industry

By Sir Duncan Oppenheim
Chairman of the
Council of Industrial Design

1

2

WHEN THE BRITISH WEEK takes place in Dusseldorf later this month one of the centrepieces will be a display of modern British consumer goods, the great majority of them available in Germany. There will be a similar exhibition in Copenhagen during the British Week in September. Exhibitions such as these are fully in line with the policy of the Council of Industrial Design, for one of its main aims is to win for Britain as fine a reputation abroad for her modern imaginative designs as she already has for her traditional ones.

The Council of Industrial Design, with its Scottish Committee, was set up in 1944 'to promote by all practicable means the improvement of design in the products of British industry'. A primary purpose of the coalition government in setting up the Council was to draw the attention of industry to the importance of good design to Britain's export trade. Twenty years later, good design is no less vital.

The Council does not itself design, since that is a function of industry. It is an advisory and promotional organization, working entirely by persuasion. Each year HRH the Duke of Edinburgh presents certificates to the manufacturers of Design Centre Awards and to the designer of his own Prize for Elegant Design. The ceremony taking place in Manchester today is both an indication of the standards of design that the Council regards as good, and a recognition that today in Britain manufacturers are producing goods that are up to these high design standards and can stand comparison with the best.

The Design Centre Awards are chosen each year by independent panels of judges appointed by the Council.

While the Council can thus illustrate its standards in practical terms, it has no power to ban bad design. Nor would it wish to: for this might lead to an official orthodoxy that could be as stultifying as the bad design it would replace.

The work of the Council of Industrial Design has already been honoured internationally. In 1960 it was awarded the Great International Golden Compasses Prize, bestowed annually by La Rinascente. In the citation the CoID was described as 'the oldest and most efficient government organization for the development and popularization of good design.'

1. The 'Queensberry' range of cut glass vases, bowls, centrepieces and small vases (see also front cover of this supplement), winner of the Duke of Edinburgh's Prize for Elegant Design, 1964. The prize was awarded to David Queensberry, MSIA, who designed the range for Webb Corbett Limited, Stourbridge, Worcs.

Twelve products have this year won Design Centre Awards, ten of which are illustrated in this supplement. The other two awards were given to 'Palladio' wallpaper 'Lamina', designed by Deryck Healey for The Wallpaper Manufacturers Ltd., and to 'Nubian' laminated plastic sheet designed by Helen Dalby, MSIA, for Formica Ltd.

2. The Moulton Bicycle, designed by Alex Moulton for Moulton Bicycles Limited, Bradford-on-Avon, Wilts.

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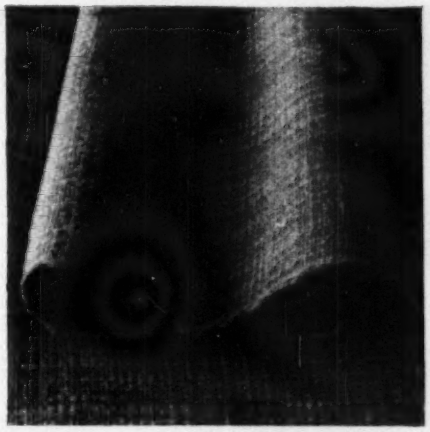

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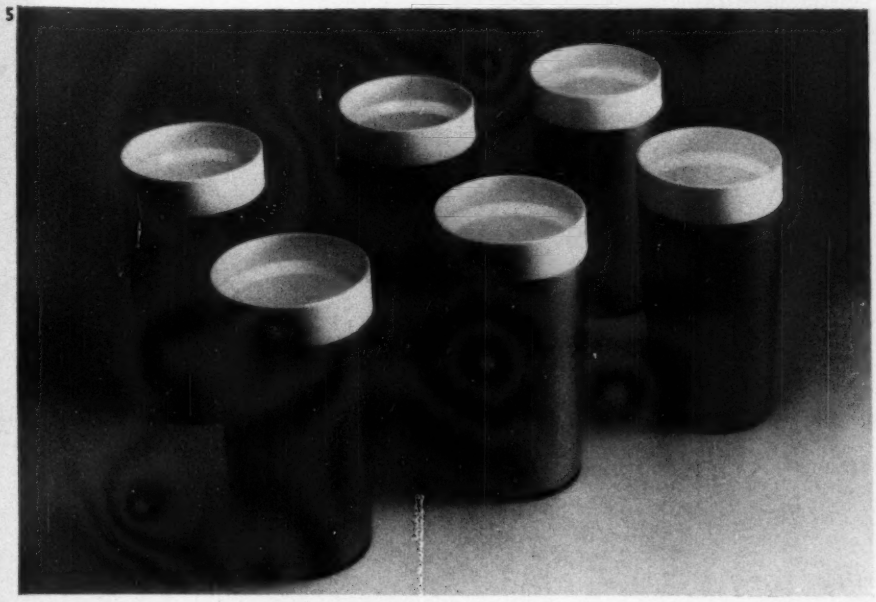

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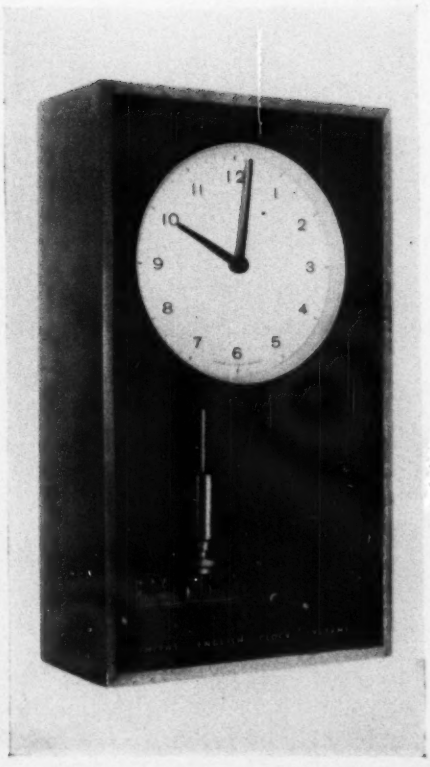

The CoID with its Scottish Committee is a grant-aided body sponsored by the Board of Trade. Its grant last year was £250,000. In addition to this a proportion of income comes from charges made for the CoID's services to industry and commerce, exhibition fees and the sale of publications. This income is now almost the equivalent of the CoID's grant.

The Council of Industrial Design has 29 members, appointed by the President of the Board of Trade and chosen for their known personal interest in design and for the influence they can bring to bear in their own fields. The bias of membership is towards industry, but the retail trade, the educational world, journalism, publicity and design itself are also represented.

The major focal point for the work of the Council began in popular but temporary exhibitions such as 'Britain Can Make It' in 1946 and the Festival of Britain in 1951. In 1956 HRH the Duke of Edinburgh opened The Design Centre in Haymarket, London, which has now become a favourite port of call for Londoners, and visitors to the capital from the provinces and overseas.

Many trade buyers, as well as the general public, use Design Index, the Council's photographic and sample record of over 10,000 well-designed British consumer goods in current production. The availability of the Index has in the past few years been extended and it is now kept up to date at the Scottish Design Centre, the Bristol Design Centre, the Manchester Design Centre and the Midland Building and Design Centre, Nottingham.

The Council also maintains an exhibition of modern street furniture of a high design standard on the South Bank, east of County Hall: and last year an illustrated booklet was circulated to lighting engineers containing pictures and data of accepted lamp standards, including the winners of a competition.

Since 'corporate buyers' – those who buy on a large scale for government departments, large commercial companies, universities, schools, hospitals and the like – have an increasing influence on the standards of design in industry, the Council has begun a

3. Single chair, 'The Brompton', in afrormosia or beech, designed by Ronald Carter, DesRCA, FSIA, in collaboration with Michael Farr (Design Integration) Ltd. for Dancer and Hearne Bros. Ltd. Amersham, Bucks.

4. Woven linen/rayon/cotton, 'Glendale' crash, designed by William Robertson, BSc (Tech) and Peter Simpson, MSIA and made by Donald Brothers Ltd., Dundee.

5. Insulated tumblers, designed by H. D. F. Creighton and made by Insulex Limited, London.

6. 'Brownie' camera designed by Kodak Limited Development Department in conjunction with Kenneth Grange, FSIA.

7. Electric short pendulum master clock made by English Clock Systems Ltd. (a branch of the Clock and Watch Division of S. Smith and Sons (England) Ltd., London). The case dial and hands were designed by Robert Heritage, RDI, DesRCA, FSIA. The clock mechanism was designed by English Clock Systems.

series of projects to interest them. The International Design Congress of 1961 was a most fruitful interchange of ideas; and this summer the Council is publishing a catalogue of furniture appropriate for contract use, which will be circulated to some 10,000 buyers, including architects.

The Council is fully aware of the importance of capital goods to Britain's export trade. One of its industrial officers is concerned with this field. Its monthly magazine *Design*, which has a circulation of over 17,000 in 80 countries, frequently deals with aspects of capital goods.

Apart from drawing a manufacturer's products to the attention of the public in its exhibitions in Britain and overseas, the Council of Industrial Design offers still more practical assistance. Its team of industrial liaison officers are responsible for keeping contact with specific industries. The Council can offer expert help in finding the right designer through its Record of Designers, which now contains over 2,800 names. For a small handling charge the CoID will provide short lists of suitable designers for almost any kind of product or problem: about 600 such inquiries are dealt with each year.

The key position between maker and consumer is of course held by the retailer and the CoID attaches great importance to its relations with the retail trade. The Design Centre label is a familiar mark in retail stores to indicate products that have been accepted for the Index.

The Council's educational work takes its staff into many schools, and throughout the school terms there is hardly a day when there is no school party visiting The Design Centre and filling in a 'quiz' form to add point and purpose to the occasion.

But the most notable accolade received by the Council of Industrial Design has been the emulation of its work by other countries, where there are now a number of national Design Centres on the pattern of the CoID's headquarters in the Haymarket. It is also significant that in the autumn of 1963 an exhibition of British industrial design held in Warsaw and Cracow was greeted with tremendous interest not only by the Poles but also by their neighbour nations: and in the autumn of this year, at the invitation of the Russian equivalent of the Council, an exhibition about the role of the industrial designer in British industry is to be held in Moscow.

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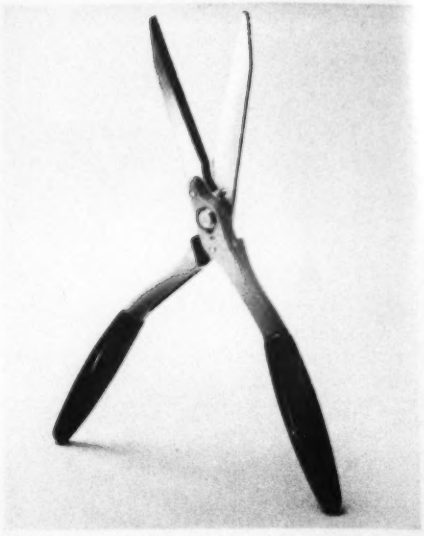

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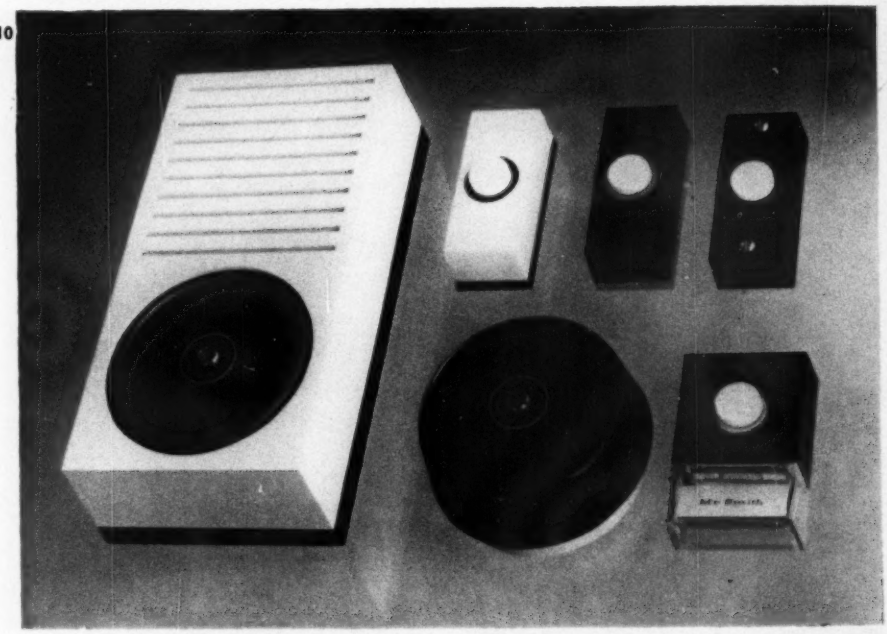

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8. Electric alarm clock. The case, dial and hands designed by Robert Welch, DesRCA, FSIA. Clock mechanism was designed by the manufacturers, Wesclox Limited, Dumbarton, Scotland.

9. Garden shears, designed and made by Wilkinson Sword Limited, in conjunction with Hulme Chadwick, ARIBA, ARCA, FSIA, ARAeS.

10. Range of bells and bell pushes, designed by Norman Stevenson, MSIA and the staff of V. and E. Friedland Limited and made by V. and E. Friedland.

11. Printed heavy cotton satin, designed by Shirley Craven, NDD, DesRCA, MSIA for Hull Traders Ltd., London.

THE MAJOR EVENT

IN THE ENGINEERING CALENDAR

INTERNATIONAL MACHINE TOOL EXHIBITION 1964

Olympia London,

June 25 — July 9;

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Mr. Edward du Cann welcomes British Exhibition in Tokyo, 1965

COMMENTING that United Kingdom exports to Japan in 1938 totalled only £2 million, Mr. Edward du Cann, Minister of State, Board of Trade, at a press conference in London held by British Overseas Fairs Ltd. on May 4 to announce details of the British Exhibition, Tokyo, 1965, said that trade between the two countries was now developing well. Trade between Britain and Japan had been placed on a new basis by the conclusion of the Anglo-Japanese Commercial Treaty in November, 1962, coming into force in May of last year.

'We are thus now in full GATT relationship with Japan and have a firm and settled basis in commercial relations,' said Mr. du Cann. 'In 1962 United Kingdom exports totalled almost £45 million. Imports were £53 million. In 1963 total trade exceeded £103 million—representing an increase of 5 per cent over 1962—£51 million of British exports and almost £53 million of British imports.'

The Minister of State went on to say that the trade figures were now available for the first quarter of 1964. United Kingdom exports were £15.3 million, up 35 per cent over the first quarter of 1963. United Kingdom imports were £20.3 million, up 8 per cent over 1963. Total trade during the first quarter 1964 at £35.6 million represented an 18.2 per cent increase over 1963. The great bulk of British exports to Japan was of manufactured products, including textile fabrics, machinery, chemicals, transport equipment and cars.

Japan still retained restrictions on a few items of particular interest to our exporters. However, her liberalization had proceeded on a broad front over recent years. Over 92 per cent of her trade on the basis of 1959 import values was now liberalized.

Japan had now aligned her trading policies with those of other advanced nations. She had, of course, been a member of GATT since 1955. In March of this year she signed the GATT Agreement banning the use of subsidies. In April she ratified the Agreement making her a member of the OECD.

On April 1 Japan adopted Article 8 of the International Monetary Fund, the 25th among the 103 I.M.F. member countries to do so, making the Yen a freely convertible currency.

These developments were warmly appreciated by Japan's trading partners. The IMF's managing director, Mr. Pierre-Paul Schweitzer, rightly said that Japan had now become a leading nation, not only in the field of industry but in international finance also.

'Such balance of payments strains as may occur we are confident will be overcome, as in the past,' said the Minister of State. 'In 1964 Great Britain and Japan are marching forward together, under the common banner of liberalization of trade, towards the general development of the world economy and an increasing expansion of international trade.

'The Japanese gross national product in the year ended March 31, 1964, is estimated to have been over £22,000 million, an increase of 10 per cent in real terms.

'As the exhibition booklet says, the Japanese economy has expanded faster in the last 10 years than any other in the world and her economic programme intends to double the national income by 1970 with a population increase to 100 million.

'H.M. Government is confident that Japan will continue to provide a great potential market for British goods. The decision to hold a British Exhibition in Tokyo in 1965 is logical and right.'

The Minister of State continued that a well-run trade Fair could lead to significant export orders. There was no real substitute for the tried and tested method of taking one's goods and showing them in the market places.

Barcelona in the immediate past and Sydney in the immediate future would, no doubt, have proved the point.

Board of Trade financial assistance would amount to well over £60,000 out of the monies voted to us annually by Parliament.

The scale of Board of Trade help to British exporters through the medium of overseas fairs, British weeks and store promotions had increased steadily from £166,000 in 1959/1960 to £635,000 in 1963/1964. In the current financial year, Board of Trade expenditure on similar events was expected to amount to £875,000.

'We believe that the Japanese market, in the context of her economic development and of the warm relationship which exists between our two countries, provides a brilliant opportunity for British exporters,' concluded the Minister of State. 'Japan is one of the world's most important markets. We hope that British industry will take advantage of the opportunity that this Fair will provide for the demonstration of our excellent British products. We wish the Fair, its sponsors and the exhibitors, every success.'

The Minister of State was followed by Mr. A. Uyama, Japanese Charge D'Affaires Ad Interim, who said: 'It is exactly one year ago today that the Anglo-Japanese Treaty of Commerce and Navigation came into force, and I understand that on this very day in Tokyo, the British Foreign Secretary will be announcing to the Japanese public the same news that Sir Norman gave you a few minutes ago.

'The Tokyo British Trade Fair will be heartily welcomed by the Japanese Government and the Japanese people, and will receive the fullest possible co-operation from the appropriate Japanese organizations. To put matters very simply, the United Kingdom wants to sell more to Japan, and Japan wishes to sell more to the United Kingdom. We realise that we cannot sell more to you unless *we buy* more from you. And the Tokyo Fair is going to provide us with an excellent chance to discover more about what you have to offer us.'

Mr. Uyama said that he did not think the British public or British industry were fully aware of the tremendous prestige value that high-quality British goods enjoy in Japan. Nor did they yet fully realise the great opening that the Japanese market offered for British goods. The Japanese population was expected to reach the 100 million mark around 1968 and the Japanese people's standard of living was improving every year. Britain's export opportunities were there for the taking.

'This is all the more true,' continued Mr. Uyama, 'because one can now say that the economic doors to Japan are wide open to foreign goods, foreign investment and foreign visitors. The "open-door economy" is now a sort of catch-phrase in Japan, especially since we acquired "Article 8" status under the International Monetary Fund last month. We have now also become a full member of the OECD, which we feel means that we have gained admittance to "The Club" of the industrial nations of the world.'

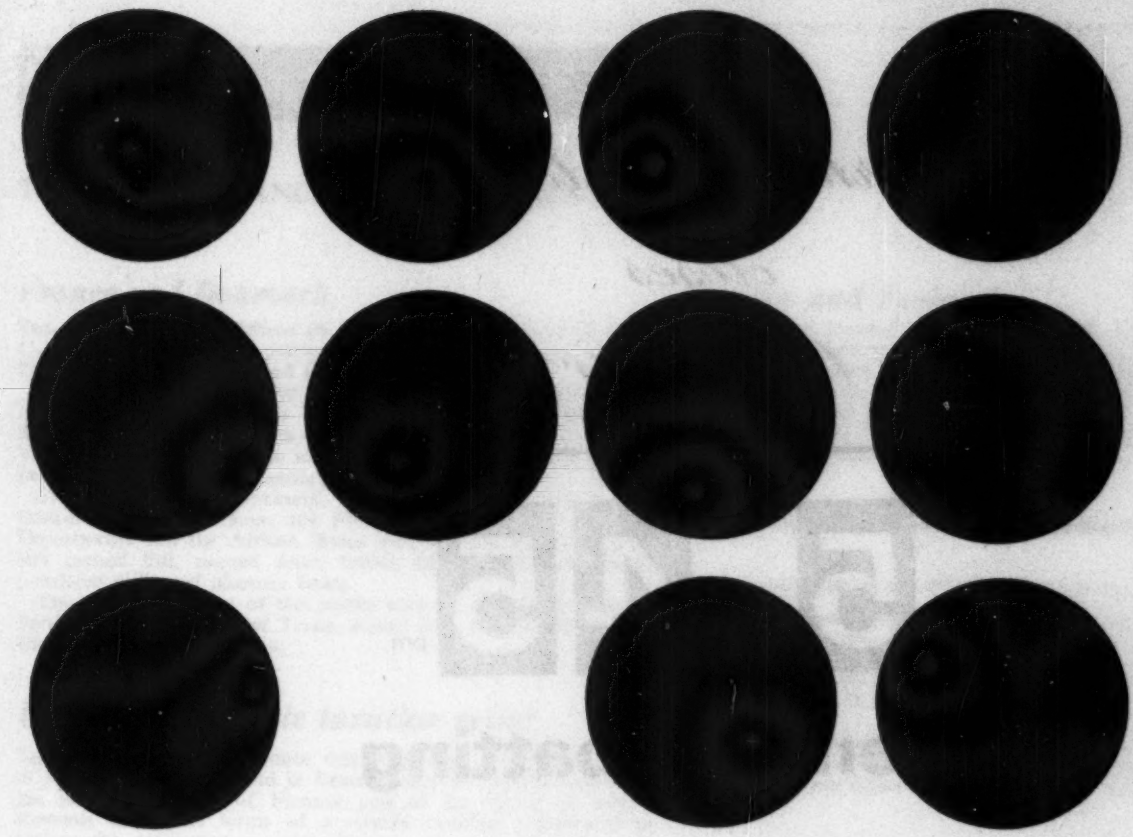
Mr. Uyama reported that a Japanese Floating Fair would be coming to London in the middle of June. It would be moored at Tilbury Docks for several days for visitors to go and examine some of the merchandise that modern Japan was able to offer the British consumers and British industry. The 12,000 ton *Sakura Maru* was built specially as a Floating Fair.

'You might claim that I am cheating if I use today's press conference to launch a Japanese Fair in London,' said Mr. Uyama in conclusion, 'but, as I said a moment ago, trade must be developed on a two-way basis. That is why, in the first place, Japan will be so happy to welcome the British Trade Fair to Tokyo next year. And on behalf of the Japanese Government, and the Japanese people, I wish it the greatest success—and even more!'

Sir Norman Kipping, chairman of British Overseas Fairs Ltd., said that the barriers to trade in Japan were being gradually lowered and, with her rapidly expanding economy, her fast rising standard of living and her large population, Japan offered dazzling prospects for the future. 'We have, therefore, considered the time ripe to stage an exhibition in Japan to show the Japanese we mean business,' he said. 'This will be a great united effort for the Exhibition is to be jointly sponsored by the Association of British Chambers of Commerce, the British Chamber of Commerce in Toyko, the National Association of British Manufacturers, the Trades Union Congress and the F.B.I.'

Sir Norman explained that the exhibition would be staged in permanent exhibition halls Nos. 2 and 3 of the Tokyo International Trade Centre Corporation. Hall No. 2 was a mammoth dome and was one of the largest buildings of its kind anywhere in the world. The exhibition would be held from September 17 to October 3, 1965.

'British Overseas Fairs have now organized major British exhibitions in nine different cities abroad,' said Sir Norman. 'They are at present engaged in preparing the tenth large exhibition which will open in Sydney this autumn, so they already have considerable experience. But no two Fairs are alike—each is tailored to meet the individual requirements of the market. Our main concern at Tokyo will be to ensure that we make the maximum possible impact on this highly sophisticated market.'



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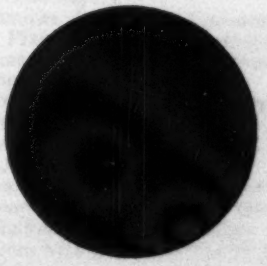
The transformation of post-war Japan has been dramatic. With her rapidly expanding economy she has emerged as one of the most highly industrialised countries in the world. Her population is growing. Her standard of living is rising. Her future has immense potential.

Japan today is a very discriminating customer with highly developed design appreciation and advanced technical know-how. She is only interested in the *best* capital and consumer goods the world can offer.

To meet these exacting selling conditions British industry is staging a full-scale British exhibition in Tokyo in 1965, the first western operation of its kind to be held in Japan.

British Overseas Fairs Limited are organising this important project. With their knowledge and experience of promoting major British fairs throughout the world during the past ten years they are especially well equipped for this task.



BRITISH EXHIBITION TOKYO 1965

17 September—3 October

Full details from BRITISH OVERSEAS FAIRS LIMITED
21 Tothill Street, London, S.W.1. ABBey 6376

British Exhibition Tokyo sponsored by:
Association of British Chambers of Commerce; British Chamber of Commerce in Tokyo; Federation of British Industries; National Association of British Manufacturers; Trades Union Congress

5-15 pm

works accountant

closes

the ledger

5.45 pm

opens the batting

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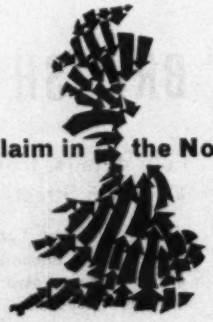

stake your claim in the North East now

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Denmark

THE FRENCH *Moniteur Officiel du Commerce International* of April 11, announced the further extension of the trade agreement of May 29, 1959, between France and Denmark.

By an exchange of letters dated March 27, the arrangement fixes the exchange of trade between Denmark and France, the Republics of Central Africa, Congo, Dahomey, Gabon, Upper Volta, Chad and the Islamic Republic of Mauritania, for a further period of one year from January 1, 1964.

French exports to Denmark include cut flowers and wines. Danish exports to France, the French Overseas Territories and Departments and the African States include fresh, chilled, frozen and canned fish, canned meat, butter, cheese, condensed milk, powdered milk and pleasure boats.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

UK-Belgium double taxation relief

THE Inland Revenue announce that discussions, begun in London in January, have continued in Brussels between representatives of the Belgian Ministry of Finance and of the Board of Inland Revenue about the terms of a double taxation convention to replace the existing convention between the two countries, and agreement has been reached at official level. The draft will now be submitted to the two Governments.

Export opportunities in France

BRITISH GOODS, although comparatively well-known in Paris shops, hardly seem to have penetrated into the important regional centres in France. For this reason the Export Council for Europe recently commissioned a market survey of the opportunities for exports to the Rhône-Alpes region. This area, which includes the conurbation of Lyons, is one of the fastest growing economic regions of France and the country's most important consumer market after Paris. Subsequent inquiries made by the Council show that the findings of the survey apply equally to other principal centres such as Marseilles, Bordeaux, Strasbourg, and Lille.

The Report shows that the buying potentiality of the Rhône-Alpes region is very great but confirms that so far little impact has been made by British exporters. Opportunities exist for a wide range of consumer goods including clothing, pottery, sports goods, toys, 'do-it-yourself' kits, foodstuffs and certain consumer durables. As a first step in making headway in this market the Report urges personal visits by British manufacturers and the encouragement of visits to Britain by groups of French buyers.*

The Report, entitled 'Opportunities for British Consumer and Consumer Durable Products in France (Rhône-Alpes Region)', is obtainable, price 5s. 0d. post free, from the Export Council for Europe, 21 Tothill Street, London, S.W.1.

The opportunities for British exports to various regions of France were also described in articles in the *Board of Trade Journal* on October 4 and 18, November 8 and December 20, 1963, and February 7 and March 13, 1964.

* In implementation of the second recommendation the Council, in co-operation with the Trade Associations concerned in this country and the Retail Trades Associations in the Rhône-Alpes region, has organized a visit to Britain from May 3 to May 7 of 15 leading representatives in certain retail fields.

Tunisia and Finland

THE TUNISIAN *Journal Officiel* of April 7, 1964, announced the renewal, for a further period of one year from March 13, 1964, of the trade agreement between Tunisia and Finland.

Quotas under the agreement remain unchanged.

The text of this announcement may be seen at Export Services Branch, Board of Trade, Room E 13, Hillgate House, 35, Old Bailey, London, E.C.4.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Electronic Computer for Queensland State Government. June 1. E.S.B. 13300/64.*

BURMA

Hydrochloric acid for Industrial Development Corporation. May 18. E.S.B. 13261/64.*

Railway Tyres for Burma Railways Board. May 22. E.S.B. 13218/64.*

People's Stores Corporation:

Electric Starters. May 22. E.S.B. 13205/64.*
Marine Accessories. May 27. E.S.B. 13430/64.*
Vehicle Spares (Oil Seals). May 26. E.S.B. 13431/64.*
Tallow. May 20. E.S.B. 13464/64.*
Wire (Various). May 29. E.S.B. 13465/64.*
Vehicle Spares. May 29. E.S.B. 13466/64.*
Bitumen Sprayers and Heaters. May 25. E.S.B. 13467/64.*
Drilling Equipment; Machine Tools. May 25. E.S.B. 13468/64.*
Marine Diesel Engines. May 22. E.S.B. 13049/64.*
Hoists. May 27. E.S.B. 13469/64.*
Wire Mesh. June 1. E.S.B. 13485/64.*
Bib Cocks. June 5. E.S.B. 13487/64.*
Fire-Fighting Equipment. May 26. E.S.B. 13490/64.*
Oil Seals. May 22. E.S.B. 13050/64.*
Pumps. May 25. E.S.B. 13206/64.*
Panel Pins. June 1. E.S.B. 13486/64.*
Rails and Fittings. May 27. E.S.B. 13484/64.*
Machine Tools. May 22. E.S.B. 13207/64.*

CANADA

Railway Trackwork for Toronto Transit Commission. June 22. E.S.B. 13204/64.

CEYLON

Brake Fluid for Ceylon Transport Board. June 3. E.S.B. 13462/64.*

Cartons for Ministry of Agriculture, Food and Co-operative. July 1. E.S.B. 13463/64.*

Cranes and Fork-lift Trucks for Colombo Port Authority. (Advance Information.) Closing date not known. E.S.B. 12425/64.

House-wiring Cables for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 12776/64.*

Sewage Treatment Plant for Department of Water Supply and Drainage. Tender documents now available. E.S.B. 11854/64.*

Rayon Yarn for Ministry of Local Government and Home Affairs. May 28. E.S.B. 13277/64.*

Tools, Ironmongery, Paints, Metals for Colombo Municipal Council. May 27. E.S.B. 13011/64.*

Welding Sets for Ministry of Public Works. May 20. E.S.B. 13001/64.

Ministry of Health and Housing:

Drugs. (Further Information.) Tender documents now available. E.S.B. 11855/64.*
Instrument Sterilisers. July 28. Press notice only available. E.S.B. 13479/64.
Foodstuffs. July 14. Press notice only available. E.S.B. 13481/64.*
Syringes and Needles. June 21. E.S.B. 13480/64.*

CHILE

National Health Service:

Caustic Soda. May 18. E.S.B. 13264/64.*
Talc or Pyrophilte. May 20. E.S.B. 13266/64.*

COLOMBIA

Fire-Fighting Equipment for Municipality of Bogota. May 22. E.S.B. 13278/64.

Fire-Fighting Equipment for Municipality of Pereira. Closing date not known. E.S.B. 13446/64.*

Power Transmission Towers for Instituto de Approvechamiento de Aguas y Formento Electrico. May 22. E.S.B. 13409/64.*

Vehicles for Empresa Publicas Municipales de Cartagena. Tender documents (in Spanish) now available. E.S.B. 5586/64.*

REPUBLIC OF DAHOMEY

Telephone Lines Erection Project for Office des Postes et Telecommunications. June 13. E.S.B. 13262/64.*

ECUADOR

Hospital Equipment for National Welfare Institute. (Further Information.) Closing date extended to June 30. E.S.B. 23871/61.*

Parking Meters for Comision de Transito de Pichincha, Quito. Closing date not known. E.S.B. 13012/64.*

EGYPT

Radio Communication Equipment for Telecommunications Organization of U.A.R. (Further Information.) July 6. Tender now issued. E.S.B. 1366/64.*

Railway and Road Construction; Rolling Stock; Workshop Equipment for General Organization for Executing the Five-year Plan. (Further Information.) June 30. E.S.B. 7020/64.*

Egyptian Railways:

Ebonite Rods. May 23. E.S.B. 13041/64.
Grinding Wheels. June 10. E.S.B. 13275/64.
Steel Wire Rope. May 25. E.S.B. 13022/64.*

EL SALVADOR

Orthopaedic Table for Proveeduria General de la Republica. June 12. E.S.B. 13410/64.*

Radio Telephone Equipment for National Telephone Administration. (Further Information.) Tender documents now available. E.S.B. 12295/64.*

FORMOSA

Central Trust of China:

Alloy Steel Sheets. May 22. E.S.B. 13009/64.*
Chemical. May 25. E.S.B. 13216/64.*
Electrical Equipment. May 27. E.S.B. 13215/64.*
Lightning Arresters. May 27. E.S.B. 13296/64.*
Grounding System Connection Materials. May 26. E.S.B. 13297/64.*
Ventilating Equipment. May 26. E.S.B. 13298/64.*
Steel Pipe. May 20. E.S.B. 13010/64.*
Hose. May 21. E.S.B. 13017/64.*
Steel Pipe. May 20. E.S.B. 13018/64.*
Steel Pipe. May 20. E.S.B. 13019/64.*
Steam Traps. May 22. E.S.B. 13020/64.*
Steel Pipes. May 21. E.S.B. 13021/64.*
Twin Tester. May 26. E.S.B. 13217/64.*
Sub-station Equipment. May 26. E.S.B. 12796/64.*
Cutting Machine. May 21. E.S.B. 12797/64.*
Temperature Indicator and Thermocouples. May 21. E.S.B. 13003/64.*
Pumps. May 20. E.S.B. 13005/64.*
Fluorspar. May 19. E.S.B. 13006/64.*
Laboratory Chemicals. May 22. E.S.B. 13008/64.*
Pipe Fittings. May 22. E.S.B. 12780/64.*
M.S. Plate. May 21. E.S.B. 12781/64.*
Steel Rods. May 22. E.S.B. 12782/64.*
Steel Pipes. May 22. E.S.B. 12783/64.*
Fullers' Earth or Clay. May 21. E.S.B. 12784/64.*
Steel Pipes. May 20. E.S.B. 12785/64.*
Water Supply Project. May 20. E.S.B. 12778/64.*
Steel Tender and Couples. May 18. E.S.B. 12779/64.*
Boiler Tubes. May 22. E.S.B. 12787/64.*
Pumps. May 21. E.S.B. 12790/64.*
Switchgear. May 22. E.S.B. 12794/64.*
Steel Pipes. May 21. E.S.B. 13007/64.*
Hot Line Tools and Accessories. June 5. E.S.B. 13269/64.*
Electric Lighting Fixtures and Appurtenances. May 28. E.S.B. 13268/64.*
Cable. May 28. E.S.B. 13273/64.*
Pumps. May 29. E.S.B. 13272/64.*
Metal Rods and Fittings. May 30. E.S.B. 13439/64.*
Fire-Fighting Equipment. May 28. E.S.B. 13447/64.*
Electrical Equipment. May 27. E.S.B. 13553/64.*
S.S. Plates, Pipes and Rods. May 19. E.S.B. 35584/63.*
Motor Control Unit. May 29. E.S.B. 13274/64.*
Public address equipment. May 28. E.S.B. 13434/64.*
Paper. May 30. E.S.B. 13435/64.*
Batteries. May 29. E.S.B. 13436/64.*
Spectrometer. May 27. E.S.B. 13438/64.*

FRANCE

Office Chairs for Headquarters Command, SHAPE, Paris. May 19. E.S.B. 13034/64.*

GREECE

Microbiological Sera for Institute of Social Insurance. June 9. E.S.B. 13044/64.*

Teleprinter Equipment for Ministry of National Defence. June 3. E.S.B. 13263/64.*

(*Continued on page* 1029)

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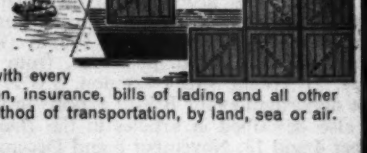

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Mr. Hubert A. Tompkins, (right), president of H. B. Tompkins and Son Ltd., Montreal, one of the largest sign manufacturers and wholesalers in Canada, paid a flying three hours visit to Bristol recently to visit Ward Signs of Bristol. Mr. Tompkins was particularly impressed with samples of the firm's new Inter-Sign range of architectural lettering sent out to him in Canada, and visited Bristol to make final arrangements for becoming an agent for Wards. Mr. Tompkins is seen with Mr. Maurice Ward discussing architectural lettering from the range manufactured by the Bristol company.

INDIA

Dundy Rolls for Controller of Stationery, Trivandrum. June 15. E.S.B. 13086/64.

Godowns and Mechanical Handling Equipment for Central Public Works Department, New Delhi. July 20. E.S.B. 13208/64.*

Galvanized Iron Sheets for Procurement Circle. July 15. E.S.B. 13079/64.*

Metals for Hindustan Aircraft Ltd. May 20. E.S.B. 13411/64

Switchgear for Madhya Pradesh Electricity Board. (Further Information.) Tender documents now available. E.S.B. 11377/64.*

Route Relay Interlocking for the Western Railway, Bombay. July 28. E.S.B. 13299/64.

Radio Telephony Equipment for North Eastern Railway. Postponed to June 2. E.S.B. 8058/64.*

Directorate-General of Supplies and Disposals:
Guillotine Plate Shear. June 23. E.S.B. 13242/64.
Drilling Equipment. May 22. E.S.B. 13051/64.*

U.P. State Electricity Board:
Generating Sets; Switchgear. (Further Information.) E.S.B. 9079/64.*
Generating Sets; Switchgear. (Further Information.) E.S.B. 9080/64.*

Gujarat Electricity Board:
Copper Tubes. May 29. E.S.B. 13294/64.
Crane. (Further Information.) Tender documents now available. E.S.B. 11379/64.*

Neyveli Lignite Corporation Ltd.:
Transformers. May 30. E.S.B. 13087/64.*
Wheel Excavators. (Further Information.) May 29. E.S.B. 10522/64.*

Maharashtra State Electricity Board:
Switchgear. May 20. E.S.B. 13212/64.
Transformer Oil Filtering Equipment. May 18. E.S.B. 13211/64.

National Coal Development Corporation Ltd.:
Bandsaw. May 21. E.S.B. 12767/64.*
Drilling Equipment. May 18. E.S.B. 12763/64.*
Machine Tools. May 21. E.S.B. 12764/64.*
Lathes. May 18. E.S.B. 12762/64.*
Milling Machine. May 19. E.S.B. 12765/64.*
Shaping Machines. May 19. E.S.B. 12766/64.*
Crane Press. May 21. E.S.B. 12768/64.*
Chain Pulley Blocks. May 22. E.S.B. 12769/64.*
Crab Winches. May 22. E.S.B. 12770/64.*

Punjab State Electricity Board:
Paint. August 31. E.S.B. 13065/64.
Switchgear. Closing date postponed to August 10. E.S.B. 1310/64.
Batteries. Closing date postponed to July 28. E.S.B. 1311/64.
Isolators. (Further Information.) Closing date postponed to August 3. E.S.B. 1313/64.
Switchgear. July 7. E.S.B. 13054/64.
Copper Conductor. June 19. E.S.B. 13053/64.
Copper Conductor. June 2. E.S.B. 13063/64.
Transformers. June 1. E.S.B. 13057/64.
Transformers. Closing date postponed to July 15. E.S.B. 1312/64.
Switchfuse Units. August 18. E.S.B. 13059/64.
Lead Tees and Joint Boxes. May 28. E.S.B. 13052/64.
Transformers. May 29. E.S.B. 13056/64.
Transformers. June 16. E.S.B. 13058/64.
Power Factor Meters. May 25. E.S.B. 13061/64.
Copper Conductor. May 19. E.S.B. 13062/64.
Copper Conductor. July 6. E.S.B. 13064/64.

Atomic Energy Establishment:
Furnace. June 8. E.S.B. 11532/64.*
Milliammeter. June 18. E.S.B. 11547/64.*
Welding Set. (Further Information.) Tender documents now available. E.S.B. 12273/64.*
Motor Alternator. (Further Information.) Tender documents now available. E.S.B. 12275/64.*
Evaporating Pan. June 9. E.S.B. 11533/64.*
Generator. June 15. E.S.B. 11542/64.*
Static Inverter Unit. June 10. E.S.B. 11535/64.*
Condenser. June 9. E.S.B. 11534/64.*
Voltmeter. June 11. E.S.B. 11537/64.
Signal Generator. June 16. E.S.B. 11544/64.*
Meters. June 16. E.S.B. 11543/64.*
Vacuum Cleaners. June 23. E.S.B. 13219/64.*
Meter. June 10. E.S.B. 11536/64.*
Generator. June 15. E.S.B. 11541/64.*
Drilling Machine. (Further Information.) Tender documents now available. E.S.B. 12270/64.*
Generator. June 17. E.S.B. 11545/64.*
Ammeters. June 11. E.S.B. 11538/64.*
Induction Heater. June 8. E.S.B. 11531/64.*
Heat Chamber. (Further Information.) Tender documents now available. E.S.B. 12266/64.*
Breathing Apparatus. (Further Information.) Tender documents now available. E.S.B. 12267/64.*
P.V.C. Sealing Unit. (Further Information.) Tender documents now available. E.S.B. 12269/64.*
Welding and Cutting Set. (Further Information.) Tender documents now available. E.S.B. 12271/64.*
Lathe. (Further Information.) Tender documents now available. E.S.B. 12272/64.*
Bank Saw. (Further Information.) Tender documents now available. E.S.B. 12274/64.*
Interferometer. June 22. E.S.B. 11551/64.*
Generator. June 23. E.S.B. 11553/64.*
Filters. June 23. E.S.B. 11554/64.*
Microwave Bridge. June 24. E.S.B. 11555/64.*
V.H.F. Power Source. June 25. E.S.B. 11558/64.*
Dry Chamber. (Further Information.) Tender documents now available. E.S.B. 12265/64.*
Measuring Instrument. June 12. E.S.B. 11539/64.*
Standard Resistance. June 12. E.S.B. 11540/64.*
P.H. Meter. June 17. E.S.B. 11546/64.*
Synthesiser. June 18. E.S.B. 11548/64.*
Oscilloscope. June 19. E.S.B. 11549/64.*
Ultrasonic Vessel. June 19. E.S.B. 11550/64.*
Attenuator. June 22. E.S.B. 11552/64.*
High Frequency Bridge. June 24. E.S.B. 11556/64.*
H.F. Power Meter. June 25. E.S.B. 11557/64.*

IRAN

Adhesives for Iranian Tobacco Monopoly. July 6. E.S.B. 13235/64.*
Armament-making Tools for Army Armaments Accounts Department. July 14. E.S.B. 13230/64.*

Machine Gun Factory:
Aluminium Ingots. July 18. E.S.B. 13229/64.*
Tin. July 11. E.S.B. 13228/64.*
Electrolyte Zinc. July 11. E.S.B. 13227/64.*

IRAQ

Iraqi Ports Administration:
Overhead Lines Accessories. May 28. E.S.B. 13223/64.
Power Transformers. June 4. E.S.B. 13222/64.

Ministry of Rural and Municipal Affairs:
Alumina Sulphate. June 2. E.S.B. 13225/64.
Line Taps. Tender documents now available. E.S.B. 12426/64.*
Shackle Ironworks. June 9. E.S.B. 13224/64.

Ministry of Defence:
Combination Red Flint. (Further Information.) Tender documents now available. E.S.B. 12499/64.*
Iron Tips and Nails. (Further Information.) Tender documents now available. E.S.B. 12500/64.*
Tacks. (Further Information.) Tender documents now available. E.S.B. 12702/64.*
Wire Slugging. June 24. E.S.B. 12701/64.*
Threads. June 24. E.S.B. 12703/64.*
Spare Parts for Ammunition. (Further Information.) Tender documents now available. E.S.B. 12708/64.*
Raw Material for Ammunition. (Further Information.) Tender documents now available. E.S.B. 12710/64.*
Joints, Steel and Aceton. Tender documents now available. E.S.B. 12705/64.*
Spare Parts for Ammunition. Tender documents now available. E.S.B. 12709/64.*
Rubber Soles/Heels; Shoe Laces. Tender documents now available. E.S.B. 12704/64.*
Photographic Equipment; Printing Equipment; Miscellaneous Equipment. June 28. E.S.B. 12715/64.*
Sand Bags. Tender documents now available. E.S.B. 12714/64.*
Sound Projector. Tender documents now available. E.S.B. 12713/64.*
Lasts. Tender documents now available. E.S.B. 12707/64.*
Eyelets/Rivets for Boots. Tender documents now available. E.S.B. 12706/64.*

KUWAIT

Kuwait Oil Co. Ltd.:
Steel Pipes. May 24. E.S.B. 13295/64.*
M.S. Angles, Bars and Plates. May 24. E.S.B. 13255/64.*

LEBANON

Cables; Distribution Boxes for Ministry of Posts, Telegraphs and Telephones. May 29. E.S.B. 13457/64.*

MALAYSIA

Cable and Accessories for Public Utilities Board. June 9. E.S.B. 13247/64.

MOROCCO

Laboratory Glassware for Pharmacie Centrale. Casablanca. May 20. E.S.B. 13407/64.*

MOZAMBIQUE

Ports, Railways and Transport Department:
Automotive Equipment. June 5. E.S.B. 13492/64.
Cold Storage Project. (Further Information.) E.S.B. 8596/64
Cones for Injectors. June 17. E.S.B. 13026/64.

NEW ZEALAND

Highway Crossing Barriers for New Zealand Railways. May 20. E.S.B. 13406/64.*
Street Lighting Lanterns for Dunedin City Corporation Electricity Department. May 22. E.S.B. 13402/64.*

Wellington Municipal Electricity Department:
Cable and Fittings. May 21. E.S.B. 13461/64.*
Street Lighting Fittings. May 21. E.S.B. 12771/64.*

General Post Office:
Camera. May 29. E.S.B. 13202/64.*
Electric Fans. May 29. E.S.B. 13245/64.*
Rubber Gloves. May 29. E.S.B. 13201/64.*

Ministry of Works, Wellington:
Cotton Drill. June 16. E.S.B. 13460/64.*
Textiles. June 5. E.S.B. 13458/64.*
Intake Gates, Bulkhead and Lifting Gear. (Advance Information.) July 28. E.S.B. 13415/64.
Moleskin. June 10. E.S.B. 13459/64.*
Towels and Towelling. May 29. E.S.B. 13405/64.*

NICARAGUA

Water Meters for Oficina de Suministros del Ministerio de Hacienda y C.P. June 3. E.S.B. 13028/64.*

PAKISTAN

Diesel Locomotives for Pakistan Eastern Railway. (Further Information.) Closing date postponed to June 30. E.S.B. 40759/64.*
Pipes and Specials for Investment Promotion and Supplies. May 27. E.S.B. 13258/64.
Steam Cranes for West Pakistan Railway Board. June 9. E.S.B. 13254/64.

National Coal Development Corporation:
Belting. June 8. E.S.B. 13500/64.*
Belting. June 5. E.S.B. 13499/64.*

Capital Development Authority:
Central Heating and Hot Water Supply System. Closing date not known. E.S.B. 13256/64.
Tiles. May 18. E.S.B. 13245/64.

East Pakistan Industrial Development Corporation:
Workshop Machinery and Equipment; Medical Equipment; Fire-Fighting Equipment; Vehicles. (Further Information.) Closing date postponed to June 22. E.S.B. 10995/64.*
Baling Press. May 18. E.S.B. 13448/64.*

PANAMA

Institute of Hydraulic Resources and Electrification:
Transformers; Circuit Breaker. July 15. E.S.B. 13482/64.*
Switchgear and Equipment. July 16. E.S.B. 13483/64.*

PORTUGAL

Erection of Sub-station for Oporto Municipal Gas and Electricity Service. June 30. E.S.B. 13069/64.

SAUDI ARABIA

Pharmaceuticals; Medical Instruments for Ministry of Education. May 25. E.S.B. 12798/64.

SENEGAL

Fertilizer Factory Project for Societe Industrielle d'Engrais au Senegal. July 1. E.S.B. 13040/64.

SOUTH AFRICA

South African Railways:
Furnaces. May 29. E.S.B. 13425/64.*
Switchgear. May 29. E.S.B. 13426/64.*

Cape Provincial Administration:
Bookbinding Cloth. May 29. E.S.B. 13282/64.*
Kitchenware. May 26. E.S.B. 13280/64.*
Canvas, Needles and Thread. May 29. E.S.B. 13281/64.*
Embroidery Cotton. May 26. E.S.B. 13279/64.*
Surveying Instruments and Equipment. May 26. E.S.B. 13283/64.*
Flame Photometer. May 25. E.S.B. 13284/64.*

State Tender Board:
Boots. May 25. E.S.B. 13420/64.*
Meteorological Equipment. May 22. E.S.B. 13418/64.*
Rail. May 18. E.S.B. 13423/64.*
Pumps. May 18. E.S.B. 13424/64.*
Vehicle Bodies. June 3. E.S.B. 13422/64.*
Machine Tools. May 18. E.S.B. 13421/64.*

Transvaal Provincial Tender Board:
Anaesthetic Machines and Accessories. June 5. E.S.B. 13440/64.*
Oxygen Tents. June 5. E.S.B. 13441/64.*

(Continued on next page)

Incubators. June 5. E.S.B. 13442/64.*
Graders. May 22. E.S.B. 13443/64.*
Truck Chassis. May 22. E.S.B. 13444/64.*
Caravans. May 22. E.S.B. 13445/64.*

SOUTH VIETNAM

Telephone Exchange for Directorate of Posts, Telegraphs and Telephones. May 30. E.S.B. 13702/64.
Central Purchasing Authority:
Non-ferrous Metals. May 27. E.S.B. 13415/64.*
Chemicals; Laboratory Equipment; Measuring Instruments. May 27. E.S.B. 13417/64.*
Tyres and Tubes. May 22. E.S.B. 13285/64.*
Miscellaneous Equipment. May 27. E.S.B. 13416/64.*

SOUTHERN RHODESIA

Railway Tank Wagons for Rhodesia Railways. June 17. E.S.B. 13027/64.*
Woodworking Machinery for the Secretary for Education. May 22. E.S.B. 13234/64.
Medical Stores:
Pharmaceuticals; Medical Equipment. May 22. E.S.B. 13235/64.
Surgical Dressings. May 22. E.S.B. 13236/64.

SPAIN

Ministerio de Obras Publicas:
Bridge Construction. May 18. E.S.B. 13070/64.
Fine Gravel Distributors; Motor Cycles. May 22. E.S.B. 13071/64.
Locomotives. June 21. E.S.B. 13074/64.
Constructional Project. May 18. E.S.B. 13286/64.
Constructional Projects. May 20. E.S.B. 13287/64.
Mechanical Sweepers. May 21. E.S.B. 13075/64.

SUDAN

Steel Castings for Department of Land Use and Rural Water Development. May 30. E.S.B. 13250/64.*
Rails and Accessories for the Sudan Gezira Board. May 23. E.S.B. 13249/64.

THAILAND

Bulk Empty Capsules for the Government Pharmaceutical Laboratories. May 19. E.S.B. 13090/64.

TUNIS

Crude Oil for Société Tuniso-Italienne de Raffinage. May 20. E.S.B. 13489/64.*

TURKEY

Cables for the Electricity, Gas and Bus Administration. July 1. Tender documents (in Turkish) available. E.S.B. 13220/64.*
Oil Filtering Equipment for State Railways Administration. May 25. Tender documents (in Turkish) available. E.S.B. 13221/64.*
Turkish Maritime Bank:
Pumps. May 20. E.S.B. 13076/64.*
Zinc Plates. May 20. E.S.B. 13252/64.*
NATO Infrastructure Contract:
Electric Kitchen Equipment for the Turkish Authorities. Apply by May 21. G.D. 950/63 (76).

UNITED STATES

Bureau of Reclamation, Denver:
Control and Relay Equipment. May 26. E.S.B. 13290/64.*
Transformer. May 19. E.S.B. 13203/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Algeria
Inquiry for machinery and plant for paper/paper pulp works. (E.S.B. 13582/64.)

Australia
Agency inquiry for sundials. (E.S.B. 12810/64.)
Inquiry for binding for packaging machines. (E.S.B. 13318/64.)
Inquiry for sports equipment. (E.S.B. 12801/64.)
Inquiry for footwear, scarves, women's accessories. (E.S.B. 13401/64.)

Barbados
Inquiry for building materials; heaters; plastics pipes; sanitary ware; tiles. (E.S.B. 12829/64.)

Canada
Agency inquiry for piece-goods. (E.S.B. 12913/64.)
Agency inquiry for architectural products; building materials. (E.S.B. 12368/64.)
Agency inquiry for hydraulic equipment. (E.S.B. 13598/64.)
Agency inquiry for tobacco trade products; supermarket goods. (E.S.B. 12914/64.)
Agency inquiry for metal working equipment. (E.S.B. 12872/64.)
Agency inquiry for foodstuffs. (E.S.B. 12833/64.)
Agency inquiry for confectionery. (E.S.B. 12856/64.)
Agency inquiry for building materials and products. (E.S.B. 13633/64.)
Inquiry for footwear. (E.S.B. 13564/64.)
Inquiry for cigarette lighters. (E.S.B. 12007/64.)
Inquiry for hand tools. (E.S.B. 12668/64.)
Inquiry for chemicals for etching and staining glass; paints and enamels for glass firing. (E.S.B. 4856/64.)
Inquiry for fancy goods; giftwares. (E.S.B. 30146/63.)
Market report on agricultural machinery and equipment. (E.S.B. 9275/64.)

Ceylon
Inquiry for industrial raw materials; machinery for manufacturing rubber bushes. (E.S.B. 12187/64.)

Congo Republic
Inquiry for vehicle spares. (E.S.B. 7380/64.)

Denmark
Agency inquiry for painters' accessories; tools. (E.S.B. 13149/64.)

France
Agency inquiry for men's clothing. (E.S.B. 13338/64.)
Agency inquiry for bicycles; confectionery; toys. (E.S.B. 13117/64.)
Agency inquiry for textile equipment and accessories. (E.S.B. 12656/64.)
Inquiry for asynchronous electrical motors. (E.S.B. 12936/64.)
Inquiry for textiles. (E.S.B. 12194/64.)
Inquiry for artificial moss; ceramic figurines; chinaware; glassware. (E.S.B. 13330/64.)
Market report on the Bouches-du-Rhone. (E.S.B. 12653/64.)

France/Czechoslovakia
Trade Agreement. (C.R.E. 6208/G.)

France/Yugoslavia
Trade Agreement. (C.R.E. 3763/G.)

Germany, Federal Republic
Agency inquiry for cleansing agents; detergents; hospital equipment. (E.S.B. 13196/64.)
Agency inquiry for chairs. (E.S.B. 13601/64.)
Agency inquiry for adhesive tapes. (E.S.B. 13590/64.)
Agency inquiry for canned meat products. (E.S.B. 13630/64.)
Agency inquiry for steel pipes. (E.S.B. 8609/64.)
Inquiry for concrete block-making machines. (E.S.B. 12840/64.)
Inquiry for furnishing fabrics. (E.S.B. 12952/64.)

Ghana
Inquiry for bolt-making plant; crown cork manufacturing machinery and materials; wire – further information. (E.S.B. 12343/64.)

Greece
Inquiry for road-building machinery and equipment. (E.S.B. 2466/64.)

Iraq
Inquiry for automotive tyres; batteries; cranes; earth-moving equipment; electrical machinery; vehicle spares. (E.S.B. 12636/64.)

Italy
Agency inquiry for office appliances for banks. (E.S.B. 12836/64.)
Inquiry for combed silver tops. (E.S.B. 9283/64.)

Italy/U.S.S.R.
Trade Agreement. (C.R.E. 2148/G.)

Italy/Yugoslavia
Trade Agreement. (C.R.E. 2236/G.)

Jamaica
Agency inquiry for shoes. (E.S.B. 11251/64.)

Japan
Agency inquiry for woollen and worsted suitings. (E.S.B. 13596/64.)
Inquiry for continuous towel cabinets; packaging machinery. (E.S.B. 12971/64.)

Lebanon
Agency inquiry for china; cutlery; fire extinguishers; glassware; refrigerators; table decorations. (E.S.B. 11060/64.)
Inquiry for footwear and travel goods materials. (E.S.B. 12013/64.)

Libya
Inquiry for date-processing machinery. (E.S.B. 12937/64.)

Malaysia
Agency inquiry for glassware; novelties; E.P.N.S. and silverware; women's accessories; swimsuits. (E.S.B. 12884/64.)
Agency inquiry for cigars. (E.S.B. 13150/64.)

Netherlands
Agency inquiry for electrical appliances; fluorescent lighting equipment. (E.S.B. 13323/64.)
Inquiry for gas appliances. (E.S.B. 12945/64.)

New Zealand
Agency inquiry for textiles. (E.S.B. 13606/64.)

Northern Rhodesia
Inquiry for metal working machinery. (E.S.B. 13348/64.)

Norway
Agency inquiry for confectionery. (E.S.B. 12347/64.)
Inquiry for plastics forming machine. (E.S.B. 12844/64.)

Philippines Republic
Inquiry for drugs. (E.S.B. 12985/64.)

Portugal
Agency inquiry for bicycle parts and accessories. (E.S.B. 12854/64.)

Saudi Arabia
Agency inquiry for builders' hardware. (E.S.B. 12943/64.)
Agency inquiry for refrigerators; washing machines. (E.S.B. 12991/64.)

South Africa
Agency inquiry for communications equipment; electronic measuring instruments; production control equipment. (E.S.B. 12970/64.)
Inquiry for fans and motors for refrigeration equipment. (E.S.B. 12133/64.)

Southern Rhodesia
Agency inquiry for knitwear. (E.S.B. 13316/64.)

South Vietnam
Inquiry for tea producing machinery. (E.S.B. 12072/64.)

Spain
Road improvement programme. (E.S.B. 12618/64.)

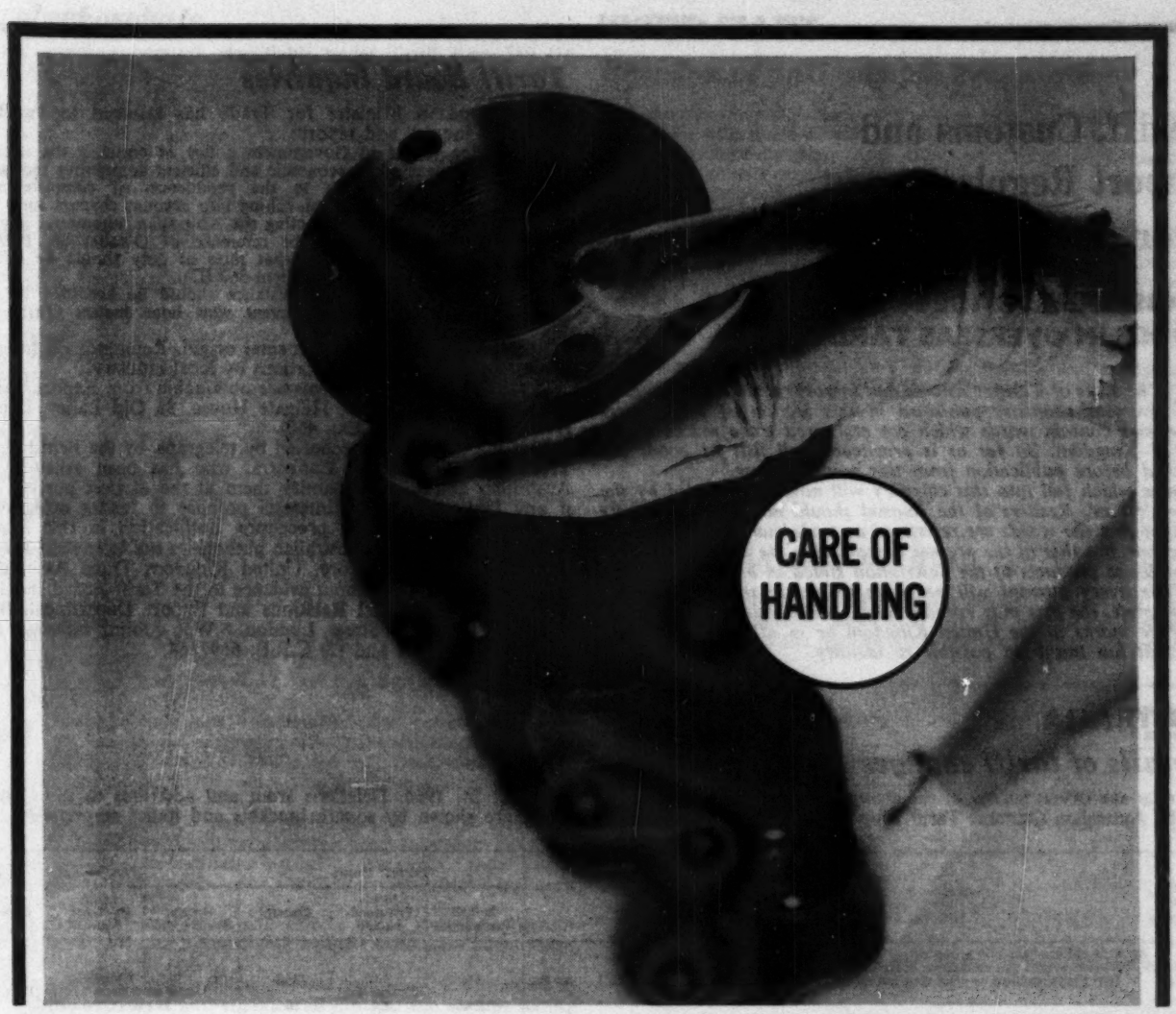
Sweden
Inquiry for ultrasonic equipment. (E.S.B. 13533/64.)

Switzerland
Agency inquiry for mechanical handling plant and equipment. (E.S.B. 12826/64.)
Agency inquiry for abrasives; diamond cutting tools. (E.S.B. 13547/64.)
Agency inquiry for textile machinery and accessories. (E.S.B. 13531/64.)

Thailand
Inquiry for farm tractor; motor cycles; diesel engines; tools. (E.S.B. 13517/64.)

Trinidad
Agency inquiry for sun visors for cars. (E.S.B. 13514/64.)

United States
Inquiry for office machinery. (E.S.B. 2598/64.)
Inquiry for resins. (E.S.B. 12556/64.)
Inquiry for electrical echo device. (E.S.B. 12009/64.)
Inquiry for cotton bale ties. (E.S.B. 12022/64.)
Inquiry for pewter ware – further information. (E.S.B. 10876/64.)
Inquiry for pipes; steel; wire. (E.S.B. 12600/64.)
Manufacture under licence – dental products. (E.S.B. 12634/64.)
Visits of buyers. (E.S.B. 1887/64.)



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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report:

(1) Having regard to Government policy of ensuring the sustained development of an economic and efficient automotive industry in Australia in relation to the production of complete motor vehicles, the question of, taking into account changes since 1957 in the circumstances affecting the Australian automotive industry, and, bearing in mind the reference of October 30, 1963, on automotive components, what rates of duty should be imposed on **motor vehicles** (Tariff Item 360 (D)).

(2) The question whether assistance should be accorded the production of **alternating current watt hour meters** (Tariff Item 181 (A)).

Reference (1) is of Departmental origin. Reference (2) has been made as a result of representations by local industry.

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 29.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) C.R.E. 5696/64 and (2) C.R.E. 5697/64.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN BELOW of the changes made in Customs Duties by the Australian Customs Tariff Proposals which came into effect on April 24, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
51	Agricultural products and groceries:						
	Fish crustaceans and molluscs (not including soup):						
	[(B) Fresh, smoked or dried (but not salted), or preserved by cold process] . per lb.	1d.	1d.	1½d.	Under new items 51 (B) (1) and 51 (B) (2) (a) and (b)	Various	
		Ex.	Primage duty Ex.	10%			
	(B) Fresh, smoked or dried (but not salted), or preserved by cold process:						
	(1) *Smoked or dried (but not salted)* . . . . . *per lb.*	Under	No change former item	51 (B)	1d.	1d.	1½d.
					Ex.	Primage duty Ex.	10%
	(2) *Other:*						
	(a) *Shrimps, prawns, shrimp meat and prawn meat* . . . . *per lb.*	1d.	1d.	1½d.	1s.	1s.	2s.
		Ex.	Primage duty Ex.	10%			
	(b) *Other* . . . . . *per lb.*	Under	former item No change	51 (B)	1d.	1d.	1½d.
		Under	former Item	51 (B)	Ex.	Primage duty Ex.	10%
319	Jewellery and fancy goods:						
	(B) Gramophones, dictating machines and other sound recorders and reproducers including record players and tape decks with or without sound heads, viz.:						
	(2) Dictating machines . . . . . *ad val.*	Free	10%	10%	Free	7½%	7½%
	(3) Sound reproducers or combined sound recorders and reproducers, using tape as the recording or reproducing medium . . . . . *ad val.*	32½%	65%	65%	32½%	45%	50%
	New sub-paragraph:						
	(4) *Tape decks with or without sound heads* . . . . . *ad val.*	27½%	60%	60%	Free	7½%	7½%
		Under	item 319 (B)	(5)			
368	Artificial resins and plastic materials:						
	(D) Polymerization and copolymerization products of the ethylene type:						
	(1) Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms, including moulding compounds, not covered by item 232 (E) or item 255 (B) (1); waste and scrap:						
	(b) Other:						
	[(2) Other . . . . . per lb.	7d.	7d.	7d.			
	less ad val.	10%					
	or ad val.	25%	35%	35%			
	whichever rate returns the higher duty.				Under new item 368 (D) (1) (b) (2)		
	And, in addition, a temporary duty as follows:						
	for each 1d. per part thereof by which the f.o.b. price is less than 24d. per lb. . . . . per lb.	1d.	1d.	1d.			
	provided that, in respect of such goods in direct transit to Australia on January 11, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable.]						
	(2) *Other* . . . . . *per lb.*				7d.	7d.	8d.
	less ad val.	Under former item 368 (D) (1) (b) (2)			10%	..	..
	and for each 1d. or part thereof by which the f.o.b. price is less than 17d. per lb., an additional duty of . . . . . *per lb.*				1d.	1d.	1d.

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Dumping duty on sodium tripolyphosphate

SODIUM TRIPOLYPHOSPHATE classifiable under Tariff Item 280 (J) (2) (c) imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 5904/63.

NEW ZEALAND

1964-65 Import Licensing Schedule

THE NEW ZEALAND **Import Licensing Schedule for the year July 1, 1964, to June 30, 1965, was released on April 20. The full schedule is not being published in this Journal but a copy is now available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). In general, licences will be issued to 90 per cent of the total value for the current licensing year ending on June 30, and this is reflected in the allocations for individual items appearing in the Schedule. It is proposed to review the situation in September when the final New Zealand balance of payments figures for 1963/64 will be known. Features of the arrangements for the 1964/65 licensing year are:**

Category 'A' items will again be based on an initial allocation of 75 per cent of the previous year's licences, but, where the need for additional licences is established, issue will be on the basis of reasonable additional requirements up to a maximum of 100 per cent of 1963/64 licences.

In general, applications will not be required for basic licences where the allocation is based on licence issue for the 1963/64 licensing period – licences will be issued under a new automatic procedure.

Token licence allocations reintroduced for certain goods in October 1962 (see *Board of Trade Journal*, November 9, 1962) and December 1963 (see *Board of Trade Journal*, December 13, 1963) will be continued and have been given the same allocation as for 1963/64.

The Interchangeability Groups Scheme (see *Board of Trade Journal*, May 24, 1963) will be continued and provision has been made for importers to transfer a further 25 per cent of their licence entitlements to these groups. The industry group scheme has been continued and extended.

Tea in bulk; meats, fresh and dried; hides and skins (except furskins) undressed; and greasy and scoured wool have been added to the list of exempt items.

The Schedule includes all the information previously notified in administrative circulars and contains an information section setting out details of general policies and the procedures which importers are to follow.

All inquiries other than those concerning the actual contents of the new Schedule should be made to the Commercial Relations and Exports Department, Board of Trade, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Marine radio whip antennas.

(Ruling effective May 29, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-24-1, dated April 28, 1964.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, 1 Victoria Street, London, S.W.1, (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

UNITED STATES

Revision of anti-dumping regulations

THE UNITED STATES Bureau of Customs have announced that, in connection with the review of the regulations relating to procedures under the Anti-dumping Act, 1921, the Treasury Department propose to amend certain sections of Part 14 of the United States Customs Regulations.

Before adopting the amendments, as set out in the public notice, consideration will be given to any relevant data, views or arguments connected with the amendments which are submitted in writing, in duplicate, to the Commissioner of Customs, Washington, DC, 20226 before June 23, 1964. It would be useful for the Board of Trade – address below – to have a copy of comments submitted.

Further inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

PERU

Increases in customs duty

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of March 23, 1964, that Supreme Resolution No. 48 has altered the duties chargeable on, and the nomenclature of, the undermentioned items as follows:

Tariff item	Description	*Ad val.* duty	Specific duty (Soles per gross kilo)
2882	Electric lighting apparatus, such as chandeliers, brackets, ceiling lamps, hanging lamps, table or floor standards, of brass or yellow metal, with or without ornaments or parts of other materials, except of crystal glass, china, porcelain, alabaster or onyx	46·667%	30·00
2882A	Electric lighting apparatus, such as chandeliers, brackets, ceiling lamps, hanging lamps, table or floor standards, of crystal or glass, china, porcelain, pottery, alabaster or onyx, with or without ornaments or parts of other materials; and those of brass or yellow metal, with ornaments of the above-mentioned materials	46·667%	150·00

The revised duties include the surcharge established by Law 12995 and come into force 90 days after publication.

Changes in customs duties

IT HAS BEEN REPORTED in the Peruvian Journal *El Peruano* of April 10, 1964, that Supreme Decree No. 5 – H has granted exemption from payment of the extra taxes on imports imposed by Laws 14816, 14729 and 14920 to the undermentioned items:

Tariff Item	Description
131	Malt extracts, not constituting proprietary foods.
132	Special products for diabetics, including gluten bread.
216	Meals or flours, of pot herbs, vegetables and fruit, not specially mentioned (other than of: peas, beans, soya beans, sweet potatoes and bananas).
817	Children's and invalids' foods, having a dietetic and curative action.

IT HAS BEEN REPORTED in the Peruvian Journal *El Peruano* of February 26, 1964, that Supreme Resolution No. 27 has exempted certain wires from payment of the additional tax of 150 per cent *ad valorem* created by Decree-Law No. 14230; provided that, before importation, a certificate is obtained from the Directorate of Industries and Electricity stating that no similar wires are produced in Peru.

Tariff No.	Description
Ex 2355	Special stainless steel wire of 5/32 in., 1/8 in. and 3/32 in. diameter, for the manufacture of electrodes for welding.

PERU, continued

Certification of commercial invoices

PERUVIAN SUPREME DECREE No. 6 of February 14, 1964, directs that from that date the mark, model and serial number of each article of merchandise specified in consular and commercial invoices must be shown on both invoices. Commercial invoices will in future require certification by a Chamber of Commerce. All other requirements regarding consular and commercial invoices remain unaltered.

The decree also provides for verification of declared invoice values in certain special cases.

An English translation of the decree is held in Export Services Branch, Board of Trade, Hillgate House, Old Bailey, E.C.4. (Tel. City 5757, Ext. 476).

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decree No. 1650 of March 6, 1964 adds the following items to the lists attached to Decree No. 5439/59:

Tariff No.	Item	List No.
4,347 bis	Galactose	2
4,280	α-Tocopherol succinate or α-tocopheryl succinate or Vitamin E succinate	2
4,280	Vitamin B 1 or ('Monofasto' (?)) of aneurine phosphate	2
4,647	*S*-2-Dimethylamiaoethyl diethyl phosphorothioate methiodide	2
4,280	1-Methyl-3-di(2-thienyl) methylenepiperidine 4-hydroxy-benzophenone-2-carboxylate or 'Asverin H'	2
4,793	Thick powder made up of 63·4 g% of 6-ethoxy-1:2-dihydro-2:2:4-trimethylquinoline on a mineral support (vermiculite, edible grade) ('Santoquin Mixture 6')	3
4,280	4-Cyano-1-methyl-4-phenylpiperidine sulphate	2
4,529	Vanillin	2
4,556	Powder with the characteristics of phenolic ester of an arylcarbamic acid ('Hylene')	2
4,271	Powder with the characteristics of sodium percarbonate with the following composition: $Na_2CO_3H_2O_3 1/2H_2O$ with a Na_2CO_3 content calculated at approximately 71%	3
4,280	Product constituting a yellowish, oily liquid with the characteristics of an oil containing 500 mg.% of tocopherol, expressed as α-tocopherol or vitamin E ('Antioxidol')	2
4,556	Liquid with the characteristics of a compound comprising an alkyl ester (unidentified) of *p*-hydroxybenzoic acid ('Bactericida M.B.')	2
4,844	Novobiocin, calcium salt	2
4,280	Mepyramine maleate	2
4,280	Pyridoxine phosphate	2
4,280	Protoporphyrin	2
4,280	*N*-Morpholinoethylpyrazinamide hydrochloride ('Piazolina' B.2311')	2
4,280	Fructose tetranicotinate ('Bradilan E.S.304')	2

Imports of industrial machinery and equipment

H.M. EMBASSY at Buenos Aires report by telegram that, according to Press reports, the temporary ban on the import of industrial machinery and equipment (see the *Board of Trade Journal* of November 22, 1963, page 1181) has now been lifted under the terms of Decree No. 3011/64, and surcharges modified as follows:

Import Surcharges (lists attached to Decree No. 5439/59)

List 6	60 %
List 6A	100 %
List 6B	150 %
List 6C	60 %
Textile machinery	60 %

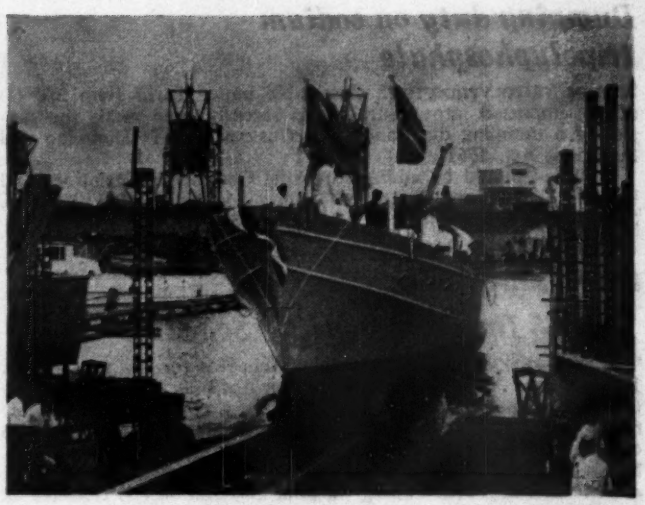
Additional Surcharges (Decree No. 1553/63—see *Board of Trade Journal* of March 22, 1963, page 682).

List 6	90 %
List 6C	9 %
Textile machinery	9 %

The revised surcharges and additional surcharges for list 6 and list 6c are not applicable to:

(a) goods already embarked or in Argentine ports.
(b) goods specifically covered by irrevocable letter of credit
(c) imports covered by Article 7 of Decree No. 626/63 (non-essential goods)
(d) imports under existing laws for special purposes
(e) imports from countries in the Latin-American Free Trade Association on which Argentina has made tariff concessions.

All the additional surcharges introduced under Decree No. 1553/63 have now been extended to October 31, 1964 and will automatically remain in force until the surcharges proposed under Decree No. 6771/63, relating to the new Customs Tariff, are introduced.



HMTS 'Trinity', the first of two fast patrol craft, designed and built by Vosper Ltd., Portsmouth, for the Trinidad and Tobago Coast Guard, being launched recently at the firm's Portsmouth shipyard. The 'Trinity' is of all-welded steel construction and is powered by two Paxman Ventura engines

TRINIDAD

Import restrictions on poultry

THE BOARD OF TRADE have been informed that the Government of Trinidad have decided to impose quantitative restrictions on the import of poultry killed or dressed.

Imports during 1964 will be limited to three million pounds. The quota will be reviewed at the end of August 1964 and adjusted if necessary.

Inquiries about the above notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BARBADOS

Customs tariff changes

THE BOARD OF TRADE have received copies of Orders which amend the Barbados Customs Tariff as follows:

1. **First Schedule – Import Duties**
By the addition of:

		Unit		Rate of Duty	
		Classification	Duty	Preference	General
022-01.3	Milk and cream (including butter milk, skim milk and whey) evaporated or condensed (in liquid or semi solid form) containing not less than 8% vegetable fat	lb.	100 lb.	Free	$1·00
022-01.4	Milk and cream (including butter milk, skim milk and whey) evaporated or condensed (in liquid or semi-solid form) containing less than 8% vegetable fat	lb.	100 lb.	$5·00	$10·00
022-02.3	Milk and cream (including butter milk, skim milk and whey) dry (in solid form, such as blocks and powder) containing not less than 8% vegetable fat	lb.	100 lb.	Free	$1·00
022-02.4	Milk and cream (including butter milk, skim milk and whey) dry (in solid form such as blocks and powder) containing less than 8% vegetable fat	lb.	100 lb.	$5·00	$10·00

(*Continued on page 1037*)

Midland Bank

SPOTLIGHT ON OVERSEAS TRADE Nº2

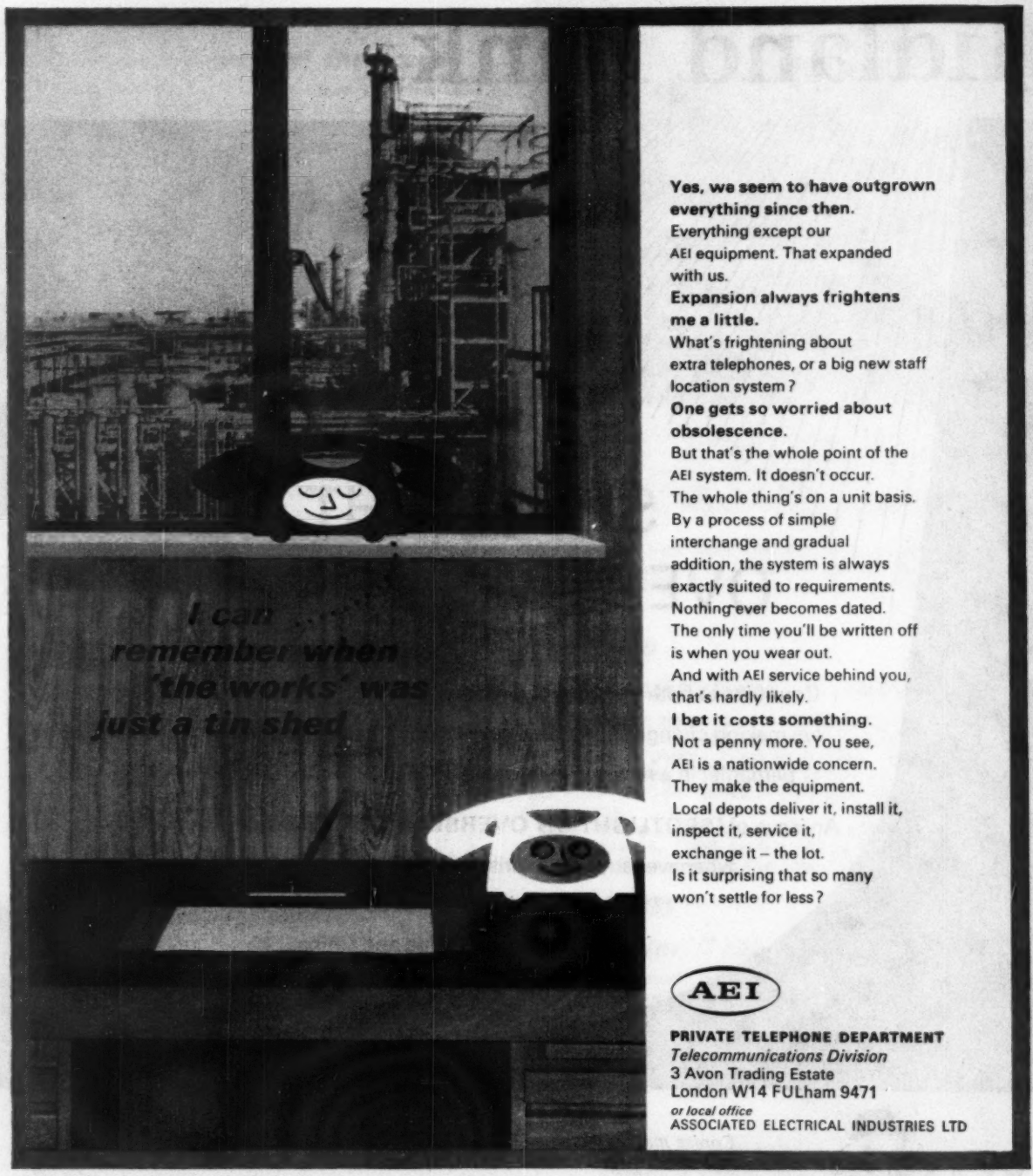
Countries of both the Common Market and the European Free Trade Association are making changes in tariffs. These are summarised in the second Midland Bank pamphlet in a new series called **'SPOTLIGHT ON OVERSEAS TRADE'.**

An issue of **'SPOTLIGHT ON OVERSEAS TRADE'** is made by the Midland Bank whenever any matter arises of topical interest on overseas trade.

The first issue dealt with trade with the U.S.S.R., Eastern Europe and China.

Copies may be obtained from any of the Bank's 2,460 branches or:

The Panel for Overseas Trade Development
MIDLAND BANK LIMITED
Overseas Branch
60 Gracechurch Street, London E.C.3. *Telephone:* Monarch 9944



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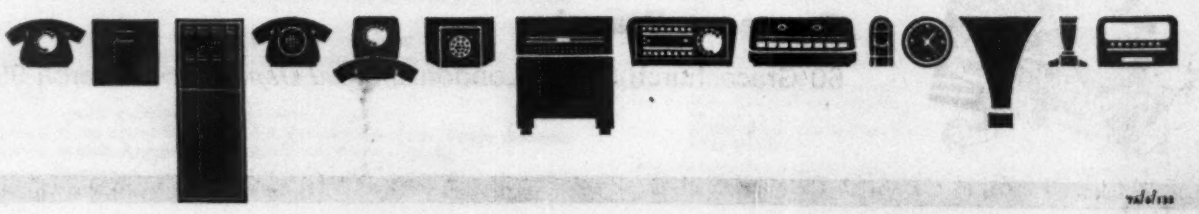

2. Second Schedule – Table of Exemptions from Import Duty

By the insertion of the following new paragraph:

Resin and chemicals to be used in the manufacture of building materials from bagasse, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island engaged in the manufacture of building materials from bagasse in a factory employing not less than six persons, on the certificate of such person or, in the case of a company, on the certificate of the Secretary of such company that such resin and chemicals are imported for use exclusively in the manufacture of building materials from bagasse within such factory, subject to such conditions as to the keeping or rendering of accounts in respect of the use or disposal of such resin and chemicals as the Comptroller of Customs may require.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Customs tariff changes

A COPY OF AN Order has been received which implements the Customs Duty increases announced under the recent Jamaica Budget (see *Board of Trade Journal* of May 1, 1964, page 992). The increases are as follows:

The existing duty on all goods shown in the First Schedule to the Jamaica Customs Tariff *other than*: codfish, salted mackerel, canned sardines and herrings, rice, baking flour, counter flour, meal, potatoes, yeast, grey unbleached cotton fabrics, certain other unspecified fabrics, will be increased by *an additional ten per cent with the exception of*: preserved fruits, fruit peel, jams, marmalades, fruit jellies and juices, preserved vegetables and vegetable preparations, perfumed oils and spirits, toilet waters and perfumed essences, perfumery, dentifrices and other toilet preparations, soaps, soap powder, toilet soaps and washing preparations, waxes, polishes, etc., hunting and sporting ammunition, pyrotechnical articles, silk fabrics, carpets of wool and fine hair, carpets of textile fabrics and vegetable plaiting materials, precious and semi-precious stones and pearls, gold and silver jewellery, etc. These goods will be subject to *an additional increase of* 20 *per cent.*

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements for drinking straws and tubes

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is amended by the addition of the following new item:

73. Drinking straws and tubes

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

IRISH REPUBLIC

Budget amendments of import duties

CERTAIN IMPORT DUTIES have been amended by the recent Budget in the Irish Republic. The new rates of duty effective from April 15, 1964, are as follows:

BEER (Tariff Headings Nos. 22.03 and 22.07 A):

Description	Rate of Duty
	£ s. d.
(a) Beer of the descriptions mum, spruce, black beer, etc., of which the worts are, or were before fermentation, of a specific gravity:	
not exceeding 1,215° – for every 36 gallons	53 9 0
exceeding 1,215° – for every 36 gallons	62 12 0
(b) Beer of any other description of which the worts were before fermentation of a specific gravity of 1,055° – for every 36 gallons	13 7 3
customs drawback:	
(c) Beer of an original specific gravity of 1,055° – for every 36 gallons	13 7 0

In the case of (b) and (c), where the original specific gravity differs from 1,055°, the duty chargeable or the drawback payable, as the case may be, shall be varied proportionately.

There are no Preferential rates of duty.

MINERAL HYDROCARBON LIGHT OIL (Tariff Headings Nos. 27.07 (A), 27.09 (A), 27.10 (A), 29.01 (A), 36.08 (A), 38.18 (A) and 38.19 (A):

Description	Rate of Duty
	s. d.
Mineral hydrocarbon light oil . . . . . per gallon	3 1
(Comprising: Hydrocarbon oils of which not less than 50% by volume distils at a temperature not exceeding 185° Centigrade, or of which not less than 95% by volume distils at a temperature not exceeding 240° Centigrade, or which give off an inflammable vapour at a temperature of less than 22·8° Centigrade when tested in the manner prescribed by the Acts relating to petroleum.)	

HYDROCARBON OIL, OTHER SORTS (Tariff Headings Nos. 27.07 (C) (1), 27.09 (B) (1), 27.10 (D) (2) (a) 29.01 (C) (1), 38.07 (A), 38.08 (A), 38.09 (B), 38.18 (B) and 38.19 (B):

Description	Rate of Duty
	s. d.
Hydrocarbon oil, not otherwise liable to duty	2 5.11/12

Note: There are no Preferential rates of duty.

Rebates on Hydrocarbon Oil, other sorts (Tariff Headings Nos. 27.07(C)(1), 27.09 B (1), 27.10(D)(2)(a), 29.01(C)(1), 38.07(A), 38.08(A), 38.09(B), 38.18(B), 38.19(B) and 404/2.):

Description	Rate of rebate per gallon
	s. d.
Rebate allowable under subsection (2) of section 21 of the Finance Act, 1935, on hydrocarbon oil, other sorts, on which customs duty has been paid:	
(1) at the rate of 2s. 5.11/12d. per gallon	2 5.11/12
(2) at the reduced rate of 2s. 4.11/12d. per gallon	2 4.11/12

(*Continued on next page*)

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IRISH REPUBLIC, continued

In the case of hydrocarbon oil, other sorts, which is shown to the satisfaction of the Revenue Commissioners to be intended for use for a purpose other than combustion in the engine of a motor vehicle the increase in the rate of rebate equals the increase in the rate of duty so that such oil continues to be completely relieved from duty.

For the purpose of the rebates mentioned above, the expression 'motor vehicle' means a mechanically propelled vehicle designed, constructed and suitable for use on roads, but does not include a tractor which is designed and constructed for use for agricultural purposes or a road roller.

Hydrocarbon oil, other sorts, which is shown to the satisfaction of the Revenue Commissioners to have been used for combustion in the engine of a mechanically propelled vehicle used in an approved passenger road service and on which the increased duty of customs or excise has been paid, the rate of repayment is increased from 6d. per gallon to 9d. per gallon.

SPIRITS:

Description	Rates of Duty		
	Full	Preferential	
	£ s. d.	£ s. d.	
Perfumed spirits:			
if warehoused 5 years or more . . .	the liquid gallon	17 17 10	17 13 10
if not warehoused, or warehoused less than 5 years	the liquid gallon	18 1 10	17 17 10
Liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:			
if warehoused 5 years or more . . .	the liquid gallon	15 1 11	14 18 7
if not warehoused, or warehoused less than 5 years	the liquid gallon	15 5 3	15 1 11
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:			
if warehoused 5 years or more . . .	the proof gallon	11 3 8	11 1 2
if not warehoused, or warehoused less than 5 years	the proof gallon	11 6 2	11 3 8

TOBACCO (Tariff Headings Nos. 24.01 and 24.02):

Description	Rates of Duty
	£ s. d.
Unmanufactured:	
if stripped or stemmed:	
containing 10% or more by weight of moisture . . .	the lb. 3 0 0½
containing less than 10% by weight of moisture. . .	the lb. 3 6 8½
if unstripped or unstemmed:	
containing 10% or more by weight of moisture . . .	the lb. 3 0 0
containing less than 10% by weight of moisture. . .	the lb. 3 6 8

Note: There are no Preferential rates of duty other than the Special Preference rates shown below:

	Full	Preferential
	£ s. d.	£ s. d.
Manufactured:		
cigars	the lb. 3 16 0	3 3 4
cigarettes	the lb. 3 13 6	3 1 3
Cavendish or Negrohead	the lb. 3 15 0	3 2 6
Cavendish or Negrohead manufactured in bond.	the lb. 3 14 6	3 2 1
Other manufactured tobacco	the lb. 3 13 0	3 0 10
snuff containing more than 13% by weight of moisture	the lb. 3 13 0	3 0 10
snuff not containing more than 13% by weight of moisture	the lb. 3 15 0	3 2 6

Inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Room E.39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

FRANCE

Global quota for the import of frozen beef

THE FRENCH *Journal Officiel* of April 29, published an amendment to the notice announcing the opening of a quota for the import of frozen beef into France, which appeared on page 315 of the *Board of Trade Journal*, dated February 7.

Import certificates will now be valid for *five* weeks from the date of issue, but, in any case, will not be valid after June 30, 1964.

Global quota for the import of pears

THE SAME FRENCH *Journal Officiel* announced that the closing date for the import of pears into France has been extended from May 15 to May 31, 1964. Details of the original notice appeared on page 536 of the *Board of Trade Journal* dated March 6.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for apples

THE FRENCH *Journal Officiel* of April 24, announced that between April 24 and May 31, imports of apples (Tariff No. 08-06 AII ex C) from all countries, other than member countries of the EEC, may be effected under the following conditions:

1. Fruit corresponding to the standards fixed by regulation No. 23 dated April 4, 1962, of the Council of the EEC, for fruit of quality categories 'extra' and 'I' may be imported under the procedure for liberalized products laid down in Notice No. 727 of November 25, 1961.
2. Fruit of category '2' may be imported under the minimum price procedure defined in a general notice to importers dated July 29, 1962.

The reference prices on the internal market to be taken into account for the marking of the minimum price system are as follows:

Prices recorded at les Halles, Paris

Tariff No.	Product	Minimum price per Kg.	Period of application
		Francs	
08-06 A II exc – Dessert apples	Golden category I, grade 22 and above; Reinette du Mans category II, grade 20/22	1·49	April
	Proportion: 60% Golden, 40% Reinette .	(1)	May

(1) The administrative visa on import certificates on form AV, will be granted automatically, whatever the level of the prices.

Global quota for onions

THE FRENCH *Journal Officiel* of April 25, announced the opening of a quota for onions (Tariff No. 07-01 H ex I), excluding onion sets, originating in and imported from countries of the convertible franc zone (which includes Britain).

Imports may be effected between April 25 and May 15, under the procedure for liberalized products laid down in Notice No. 727 of November 25, 1961.

Imports of fish from Britain

THE FRENCH *Journal Officiel* of April 28 announced the opening of the remainder of the quotas for the import from Britain of the following products (see *Board of Trade Journal* of January 17, page 118).

Quota No.	Tariff No.	Description
1	Ex 03-01	Fish, fresh, chilled or frozen. This quota amounts to half of the quota for 1964. (1)
2	03-02 B II a ex 2	Smoked and fillets. This quota amounts to three-quarters of the quota for 1964.

(1) Import licences for fillets of fish are being granted for the time being under special credits available to all countries of the convertible france zone.

Requests for import licences on form AC and accompanied by pro-forma invoices in duplicate, must reach the Direction des relations économiques extérieures, service des autorisations commerciales (importations), 8, rue de la Tour-des-Dames, Paris, 9e, not later than 11.30 a.m. on May 18, 1964.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the **Board of Trade Journal** ***under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the*** **Export Service Bulletin**, ***which is published by the Export Services Branch of the Board of Trade.***

ITALY

Duty reductions and suspensions

IN THE ANNOUNCEMENT on duty reductions and suspensions in Italy which appeared in the *Board of Trade Journal* of April 24, page 932, the item '0901 A 1 a Coffee, unroasted, free of caffeine', should read as follows:

Tariff Heading	Commodity	Rate of duty	Validity
0901 A 1 a	Coffee, unroasted, not free of caffeine . .	60·60 lire per kg. net	June 30, 1964

The quota, fixed at 530,014 quintals for 1964, has therefore been temporarily suspended.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

Manufacturing tax and frontier surtax on petrol and hydrocarbons

IN A PRESIDENTIAL DECREE which came into effect on February 24, the Italian Government increased the manufacturing tax and the corresponding frontier surtax on certain petroleum products as follows:

	Previous Rate lire per qtl.	New Rate lire per qtl.
Petrol; liquid acyclic saturated and naphthenic hydrocarbons	8,850	10,685
Liquefied petroleum gas for propulsion of motor vehicles .	3,600	4,350
'Jet Fuel J.P.4' for Ministry of Defence	885	1,068·50

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 34 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

Duty suspensions

IN A CUSTOMS CIRCULAR dated April 8 the Italian Government have given effect to a recent decision of the European Economic Community to suspend until June 30, 1964, the duty on certain salt water fish and crustaceans as follows:

Tariff Heading	Description
0301 B ex (C)	Sea Bass. Sea Perch. Sea Mullet. Dentex. Dogfish (Rock Salmon).
0303 A ex I ex II	Sea Crayfish. Prawns and Shrimps

EUROPEAN ECONOMIC COMMUNITY

Unmanufactured tobacco and tobacco refuse – Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* of April 22 contains the text of a Decision, taken by the representatives of Member States of the European Economic Community meeting in Council concerning import duties on unmanufactured tobacco and tobacco refuse (Tariff heading 24.01).

Under the Decision the Member States of the EEC will reduce their duties on imports from other Member States and Greece on July 1, 1964, to 40 per cent of the national duties as applied on January 1, 1957. On December 31, 1964, the Member States will make a further reduction in the difference between the national rates applied at January 1, 1957, and that of the Common Tariff (a 30 per cent reduction of this difference has already been made by the Member States). A similar move of 15 per cent. towards alignment of national tariffs with the Common Tariff for these products is to be made on December 31, 1965.

Translations of EEC Regulations

THE FOLLOWING FURTHER translation of an EEC Regulation is now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

Regulation No. 98/63 Fixing sluice-gate prices for products other than live or slaughtered pigs referred to in Article 1 (1) of the Council's Regulation No. 85/63.
Price 8d.

TUNISIA

Temporary re-imposition of customs duties and taxes

THE *Board of Trade Journal* of February 15, 1963 (page 428) announced the provisional suspension of Tunisian customs duties and taxes on, *inter alia*, cattle and sheep for slaughter.

The Tunisian *Journal Officiel* of April 7 has now announced the temporary re-imposition, until December 31, 1964, of duties and taxes on all cattle and sheep imported for consumption.

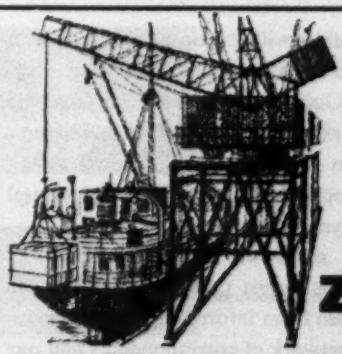
Inquiries regarding this announcement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF TOGO

Fiscal import duty modifications

THE TOGO REPUBLIC *Journal Officiel* of January 20, 1964, gives details of certain fiscal import duty modifications, and these are given below. They came into effect on January 1, 1964.

(*Continued on page 1041*)



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Call your SAS authorized agent or London Regent 0242, Bristol 292139, Birmingham Central 8806, Newcastle 21544, Manchester Deansgate 8431, Glasgow City 5832.

Tariff No.	Description	New import duty
22-05 A	Wines (other than liqueur wines and the like, and sparkling wines) obtained exclusively from the fermentation of fresh grapes or the juice of fresh grapes:	
	1. Presented in any kind of container:	
	(a) Without the addition of alcohol (old tax 10F (1))	15F (1)
	(b) With alcohol added under the conditions and within the limits authorized (old tax 12F (1))	15F (1)
84-51	Typewriters, other than those incorporating calculating mechanisms; cheque-writing machines (old tax 10%)	15%
84-52	Calculating machines, accounting machines, cash registers, etc. (old tax 10%)	15%
Ex 90-07	Photographic apparatus:	
	1. Other than for aerial photography (old tax 20%)	25%
90-08	Cinematographic apparatus (old tax 20%)	25%
Ex 92-11	Dictating machines and other apparatus for registering and reproducing sound (2)	25%
92-12	Sound recordings for apparatus in tariff No. 92-11, or similar; tapes, discs, cylinders, etc. (old tax 20%)	25%

(1) The taxation is calculated per liquid litre.
(2) For gramophones the import duty remains at 20%.

The 'statistics tax' which is levied on all goods imported into or exported from Togo, previously fixed at 10 Togo francs per package or by ton, is henceforth to be levied as a tax of 1 per cent on the value declared for the basis of Customs valuation.

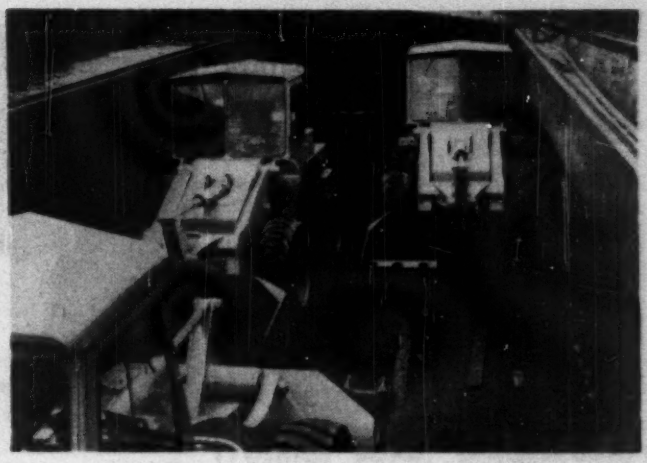
Inquiries regarding this announcement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SOUTHERN RHODESIA

Application for increase in duty

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Trade, Industry and Development has received an application for an increase in the customs duty on stencil sheets, duplicating. The requested increase is understood to be to 30 per cent (column A), 20 per cent (columns B and C) and 10 per cent (column D) or 4s. 6d. per lb. (column A), 3s. 6d. per lb. (columns B and C) and 3s. 6d. per lb. less 10 per cent *ad valorem* (column D), whichever duty is the greater.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Southern Rhodesian Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 5699/64.



Part of a consignment of ten shovels made by Bray Construction Equipment Ltd., seen on a barge at the Deptford Quay of British Railways recently before shipment to Rendsburg, West Germany

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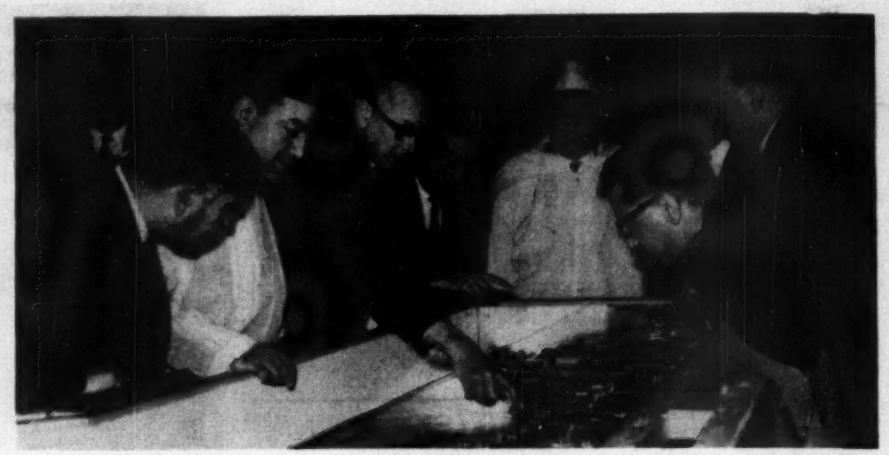

Mr. Dudley Perkins, General Manager of the Port of London Authority, indicates a point of interest on a model of the River Thames and P.L.A. dock systems at the Authority's head office in Trinity Square, on the occasion of a visit of presidents and vice-presidents of Moroccan Chambers of Commerce to the London and Royal Docks on April 30.

UGANDA

Customs tariff amendments

DETAILS WERE GIVEN in the *Board of Trade Journal* of April 3, 1964 (page 753) of certain changes to the First Schedule of the Uganda Customs Tariff with effect from February 26, 1964. The following additional changes have also been made to the tariff with effect from March 23, 1964.

Item No.	Article	Import Duty	Suspended Duty
58	Delete paragraph (c) and substitute therefor the new paragraph following:		
	(c) Banding and hooping for the baling of produce and fasteners therefor:		
	(i) Baling and hooping strip . . .	Free	*Ad val.* 17½%
	(ii) Fasteners	Free	—
	Delete paragraph (n) and substitute therefor the new paragraph following:		
	(n) Mild steel strips, bars, rods and angles, excluding steel sections imported for the manufacture of windows and doors:		
	(i) round bars and rods ¼ in. to 1¼ in. in diameter	*Ad val.* 17½%	—
	(ii) bars of square cross section of thickness ¼ in. to 1¼ in.	Free	*Ad val.* 17½%
	(iii) angles of a side width from 1 in. by 1 in. to 2½ in. by 2½ in.	Free	*Ad val.* 17½%
	(iv) flats or strips of width ½ in. to 4½ in. and not exceeding ½ in. in thickness . .	Free	*Ad val.* 17½%

NYASALAND

Customs tariff change

A COPY HAS BEEN received of Nyasaland Government Notice No. 146, dated April 4, which amends the customs tariff by insertion of the following item:

Item	Duty A	Duty B	Duty C	Duty D
325A. Goods for the construction and use of the Nkula Falls hydro-electric scheme and related works provided that the invoices for the goods shall be certified to the effect that the goods listed thereon either form part of the bills of quantity of the contracts relating thereto or have been authorized for the purpose of this Item by the Nyasaland Electricity Supply Commission	Free	Free	Free	Free

KENYA

Customs tariff amendments

DETAILS WERE GIVEN in the *Board of Trade Journal* of February 14, 1964 (page 379) of certain changes to the First Schedule of the Kenya Customs Tariff with effect from January 29, 1964. The following additional changes have been made to the tariff, with effect from the same date.

FIRST SCHEDULE

Item No.	Article	Import Duty	Suspended Duty
58	Delete paragraph (c) and substitute therefor the new paragraph following:		
	(c) Banding and hooping for the baling of produce and fasteners therefor:		
	(i) baling and hooping strip . . .	Free	*Ad val.* 17½%
	(ii) fasteners	Free	—
	Delete paragraph (n) and substitute therefor the new paragraph following:		
	(n) Mild steel strips, bars, rods and angles, excluding steel sections imported for the manufacture of windows and doors:		
	(i) round bars and rods for concrete reinforcing ¼ in. to 1¼ in. in diameter . .	*Ad val.* 17½%	—
	(ii) bars of square cross section of thicknesses ¼ in. to 1¼ in.	Free	*Ad val.* 17½%
	(iii) angles of a side width from 1 in. by 1 in. to 2½ in. by 2½ in.	Free	*Ad val.* 17½%
	(iv) flats or strips of width ½ in. to 4½ in. and not exceeding ½ in. in thickness . .	Free	*Ad val.* 17½%
58A	Delete paragraph (2) and substitute therefor the following new paragraph:		
	(2) not of aluminium or alloy thereof:		
	(a) Corrugated:		
	(i) of a thickness of ·014 inches or less .	Per sq. ft. 10 cents (or 25% *ad val.* whichever is the greater)	—
	(ii) of a thickness exceeding ·014 inches .	Per sq. ft. 10 cents	—
	(b) flat, galvanized, including strip in coils:		
	(i) of a thickness of ·014 inches or less .	Per sq. ft. 8 cents (or 25% *ad val.* whichever is the greater)	—
	(ii) of a thickness exceeding ·014 inches .	Per sq. ft. 8 cents	—
	(c) flat, uncoated, including strip in coils:		
	(i) of a thickness of ·014 inches or less .	Per sq. ft. 3 cents (or 12½% *ad val.* whichever is the greater)	—
	(ii) of a thickness exceeding ·014 inches .	Free	—
	(d) enamelled, printed, lithographed, embossed or lacquered	*Ad val.* 25%	—
	(e) Other	Free	—

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 366, published as Government Notice No. 243 in the Republic of South Africa *Government Gazette* of April 24, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For the withdrawal of rebate facilities on:

Polyvinyl chloride moulding materials for the industry manufacturing rigid plastic pipes and piping.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention,

(*Continued at foot of next page*)

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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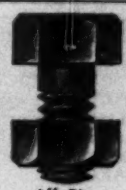
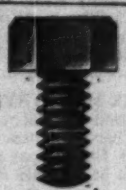

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but if any British interests affected consider that they have evidence on the matter not likely to be available to the South African Authorities they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 5681/64.

CUSTOMS TARIFF APPLICATION List No. 367, published as Government Notice No. 250 in the Republic of South Africa *Government Gazette* of April 24, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For the withdrawal of rebate facilities on:
Fabrics in the piece for the manufacture of scarves, stoles and neckerchiefs, provided for under tariff items 495(1), 495(2), 495(3), 495(4) and 495(5).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected consider that they have evidence on the matter not likely to be available to the South African Authorities, they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 5292/64.

Import control

NOTICE HAS BEEN received from South Africa of the authorization of the following additional import facilities for raw materials for 1964:

Merchant importers – with the exception of textile piece goods allocation will be 110 per cent of 1963 permits;
Manufacturer importers – increased facilities for reasonable stocks in excess of six months' consumption.

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance
Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

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MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
(A) Electrical products and accessories	Switch gears

The proposal to designate this product was announced in the *Board of Trade Journal* of January 24, 1964, page 182.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

JAPAN

Reduction in import collateral deposits

THE JAPANESE Government have announced reductions in the import collatoral on 12 items, to be effective from April 22, 1964.

The new rates are as follows (previous rates in brackets):

Raisins	1%	(35%)
Peanut for making oil	1%	(35%)
Soda ashes	1%	(5%)
Dates	1%	(5%)
Power generating equipment	1%	(5%)
Aircraft	1%	(5%)
Newsprint	5%	(35%)
Sulphur	5%	(35%)
Wood Tip	5%	(35%)
Wood tip	5%	(35%)
Nickel mat	5%	(35%)
Silver	5%	(35%)

Further information can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, E.C.4. (Tel. City 5757, Ext. 461.)

SUBSCRIPTIONS AND SALES

Subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; 39 King Street, Manchester 2; 35 Smallbrook Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 80 Chichester Street, Belfast, or through any bookseller. Telephone inquiries should be made to Waterloo 4994, Ext. 1195.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	1 May 1964
Catering trades turnover (M)	17 April 1964
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	1 May 1964
New companies registered (M)	1 May 1964
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	1 May 1964
Film industry:	
British film fund agency returns (M)	1 May 1964
Cinema admissions and takings (M)	This week
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	17 April 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	1 May 1964
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	17 April 1964
Industrial building:	
Provisional figures (Q)	24 April 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	1 May 1964
N. Ireland index (M)	27 Mar. 1964
Insurance companies:	
Assets (A)	19 July 1962
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	3 April 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	3 April 1964
Retail prices index (M)	24 April 1964
Retail trade:	
Index nos. (M)	17 April 1964
N. Ireland index (M)	1 May 1964
Shipping movement at UK ports (Q)	17 April 1964
Stocks:	
Manufacturers and distributors (Q)	10 April 1964
Retail (M)	17 April 1964
Textiles:	
Clothing and textile orders and deliveries (M)	17 April 1964
Man-made fibres production (M)	This week
Wholesale houses sales (M)	17 April 1964
Wool and cotton output (M)	17 April 1964
Tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	17 April 1964

Board of Trade Departments, etc. *Subject*	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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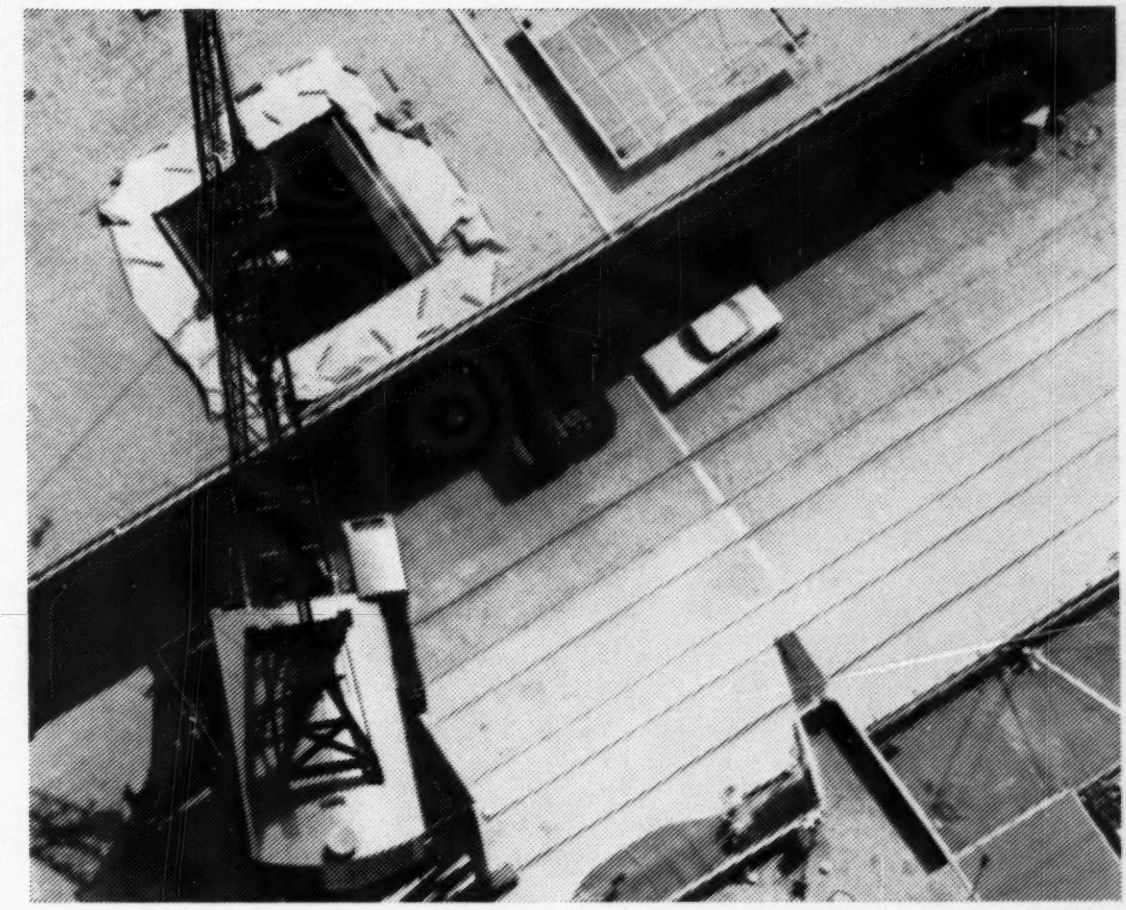

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